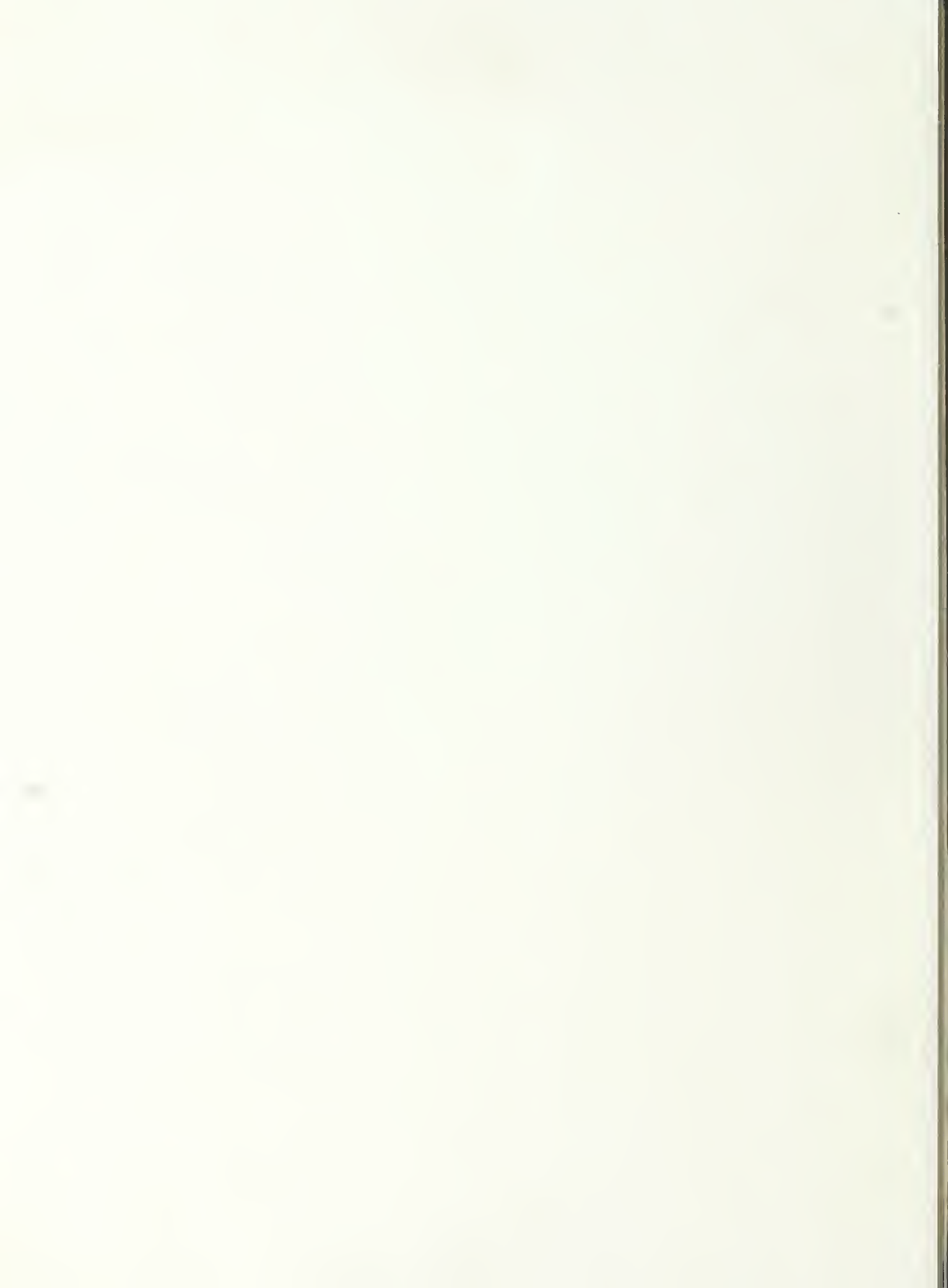




Digitized by the Internet Archive
in 2014

<https://archive.org/details/b19974760M2971>



The CHEMIST AND DRUGGIST



Established 1859

28 Essex Street, Strand, London, W.C.2

Registered as a Newspaper

No. 2849.
VOL. CXXI.

SEPTEMBER 15, 1934

Annual Subscription (with
Diary) 20/- Single Copies 9d.

Sangers for Service

**Telephone—
MUSEUM
5440**

Whatever you need—
Sangers have it! Huge
stocks are at your
service. Simply 'phone,
wire or post your order
to Sangers for the speedi-
est possible delivery,
reliability and accuracy.

BRANCHES

BRISTOL
40-41 Redcliff Street

CARDIFF
Tredegar House,
Hope Street

LIVERPOOL
67-73 Duke Street

NEWCASTLE-on-TYNE
Old Infirmary
Buildings

PLYMOUTH
32-33 Kinterbury St.

IRISH FREE STATE
Grand Canal Quay,
Dublin, C.6

Sangers

LIMITED

258 Euston Road, London, N.W.1

Incorporating

MAY ROBERTS & Co., Ltd.

7-13 Clerkenwell Road, E.C.1 (Phone: Clerkenwell 8260)

PROPRIETARY AGENCIES LTD.

*have the pleasure to announce their acquisition
from October 1st 1934 of*

"California Syrup of Figs" REGD.

"CALIFORNIA SYRUP OF FIGS" REGD.

PHILLIP'S DENTAL MAGNESIA

A fine Range

"MILK OF MAGNESIA" REGD.

"MILK OF MAGNESIA" BRAND TABLETS

"DANDERINE" REGD.

"DANDERINE" SOAP

Revised Terms

Exceptional combined buying terms will be published in this Journal SEPTEMBER 29. A notice will also be MAILED TO ALL CHEMISTS

P. A. T. A.

In conformity with their policy "CALIFORNIA SYRUP OF FIGS" will be on the P.A.T.A.

PROPRIETARY AGENCIES Ltd.

179-181 ACTON VALE, LONDON, W.3

'Phone: Shepherd's Bush 4435

Brighten your window with a FREE moving Electric Sign

*Given free with a £5 assorted order
for any of our Winter Specialities.
Interchangeable Slides*



SPECIAL BONUS

The famous Dragon Thermal Wool is the
subject of a generous BONUS OFFER

15 to the dozen. Small $\frac{4}{9}$ dozen
Large $\frac{7}{6}$ dozen



A Boiled Cough Sweet to retail at 2d.
Cannot be sold by Grocers.

7 lb. $\frac{1}{4}$ 28 lb. $\frac{1}{2}$
14 lb. $\frac{1}{3}$ 56 lb. $\frac{1}{1}$
112 lb. $\frac{1}{-}$

Free envelopes for packing

CHESTNUTS

The famous Winter Cough Tablets.
Book your Contract NOW and qualify
for your Electric Sign



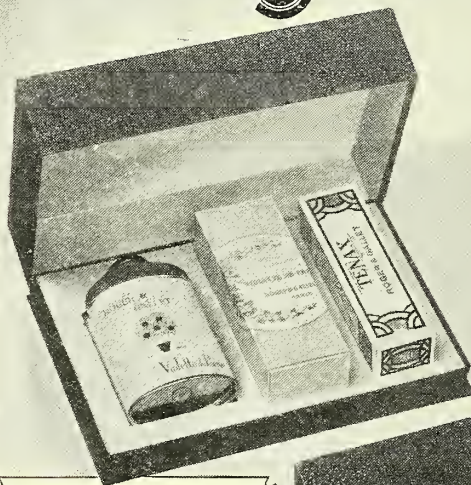
7 lbs. $\frac{2}{-}$ 28 lbs. $\frac{1}{10}$
14 lbs. $\frac{1}{11}$ 56 lbs. $\frac{1}{9}$
112 lbs. $\frac{1}{8}$

ARTHUR H. COX & CO. L^{TD}.

Manufacturing
Chemists

BRIGHTON

Roger & Gallet's



No. 7. GENT'S COFFRET

1 Large Tube Shaving Cream
1 Tube Tenax Hair Fixer
1 Talc.

Retail
5/9

Perfumes { Violette de Parme
Carnation



No. 5 COFFRET COLOGNE

1 Box Face Powder
1 Perfume
1 Talc.

Retail
9/9

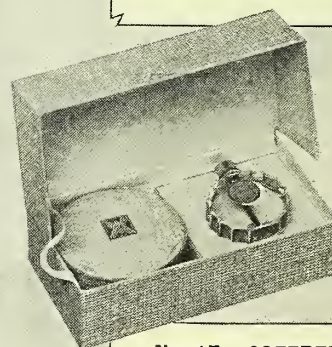


No. 8. GENT'S COFFRET

1 Shaving Milk
1 Talc.
1 Solid Brilliantine

Retail
6/9

Perfumes { Violette de Parme
Carnation

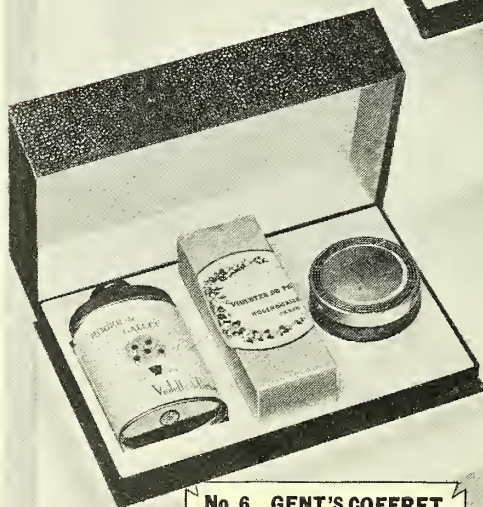


No. 1F. COFFRET

1 Box Face Powder
1 Handbag Perfume

Retail
4/6

Perfumes { Violette de Parme
Carnation
Sweet Pea



No. 6. GENT'S COFFRET

1 Large Tube Shaving Cream
1 Solid Brilliantine in Glass Jar
1 Talc.

Retail
6/-

Perfumes { Violette de Parme
Carnation



No. 3F. COFFRET

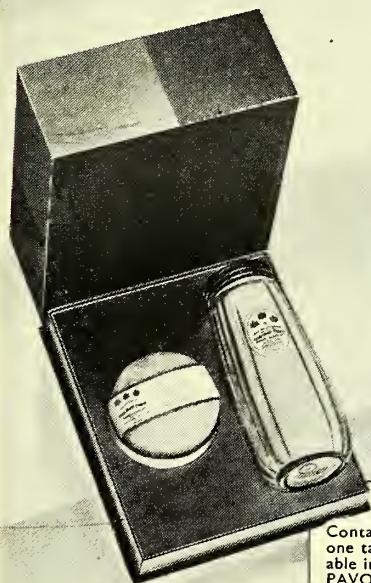
1 Box Face Powder
1 Tube Day Cream
1 Tube Night Cream

Retail
3/6

Perfumes { Violette de Parme
Carnation
Sweet Pea

Quality Coffrets

Make the Perfect Gift



Series B.S.S.

Containing one Bath Salts and one tablet of soap S.795, available in LE JADE, FEU FOLLET, PAVOTS D'ARGENT and EAU de COLOGNE Jean Marie Farina

Retail 5/3



Series P.H.

Containing one box No. 1015 powder and one handbag perfume, available in LE JADE, PAVOTS D'ARGENT, and FEU FOLLET

Retail 6/6



Series P.E. 34

Containing one box No. 1015 powder and one 15 - size perfume, available in LE JADE, PAVOTS D'ARGENT, FEU FOLLET

Retail 18/-



Series B.S.T.

Containing one Bath Salts and Talcum Powder, available in LE JADE, PAVOTS D'ARGENT, FEU FOLLET and EAU de COLOGNE Jean Marie Farina

Retail 5/6



Series P.T.

Containing one box No. 1015 powder and one Talcum No. 501, available in LE JADE, PAVOTS D'ARGENT, FEU FOLLET and EAU de COLOGNE Jean Marie Farina

Retail 5/-

Your professional reputation is built on personal integrity and your discrimination for quality. By selling Roger & Gallet you are selling quality, adding to your prestige and building up a clientele that will always be satisfied.

Roger & Gallet guarantee that all their Perfumes, Eaux de Cologne, Toilet Waters, Hair Lotions are prepared with the best, purest, potable, dutiable S.V.R. spirit obtainable, and not with methylated nor any other industrial spirits known as "DUTY FREE"

ROGER & GALLET (LONDON) LTD.

1 LECHMERE ROAD, LONDON, N.W.2

LONDON AND PARIS

PHOSFERINE PREPARATIONS!

A NEW LINE!

PHOSFERINE TONIC WINE



A VERY pleasant medicated Wine of highest quality, which contains generous blood enriching, nerve vitalising elements, with the carefully balanced addition of Phosferine, suitably adjusted to the average constitution.

A leading London Analyst writes :

"I find Phosferine Tonic Wine to be made from a sound, full-bodied wine of excellent quality. It is free from acidity and all objectionable secondary products of fermentation. The very pleasant flavour imparted to the Wine by Phosferine improves the 'bouquet,' and provides a most delightful beverage."

Phosferine Tonic Wine is supremely beneficial in promoting splendid recovery after Influenza or other illnesses, as it builds up permanent vitality with the strengthened circulation of new rich blood.

Sells at 3/9 per large bottle. Trade price 32/6 per dozen, less 2½% 14 days.

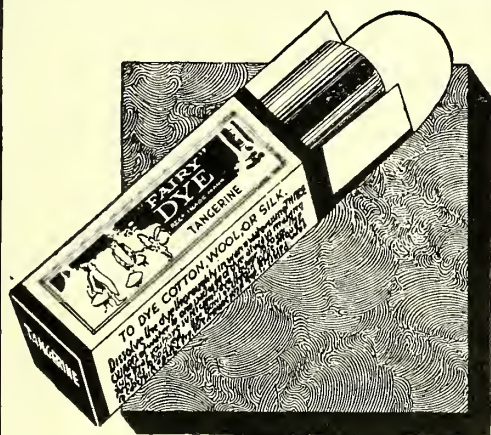
WINE LICENCE REQUIRED

Orders should be forwarded to the Distributors, L. ROSE & CO., 89, Worship St., E.C.2
PHOSFERINE (ASHTON & PARSONS) LTD., LUDGATE HILL, LONDON, E.C.4

INDEX TO ADVERTISERS

Allen & Hanburys, Ltd. (Adrenalin) ...	iii	Caldicot Tin Stamping Works, Ltd. (Decorated Tins)	20	Foyles Libraries, Ltd.	xx
Armour & Co., Ltd. (Junket)	8	Calvert, F. C., & Co., Ltd. (Tooth Powder)	16	Fromm, H. (Morfi Rubber Products, &c.)	xxiv
Aspro, Ltd. (Aspro)	xv	Cartwright, W. B., Ltd. (Indigestion Tablets)	9	Genatosan, Ltd. (Sanatogen, &c.)	xiii
Association of Manfg. Chemists, Ltd. Col. Supp.		Christy, T., & Co., Ltd. (Co-rega)	30	General Surgical Co., Ltd. (Hypodermic Syringes, &c.)	xxi
Atomisers, Ltd. ("Millet" Atomisers, &c.)	26, 27	Clark, S. F. (Valuer, &c.)	Col. Supp.	George, Ernest J., & Co. (Valuer, &c.) Col. Supp.	
Ayer, Harriet Hubbard, Ltd. (Toilet Preps.)	12	Continental Laboratories, Ltd. (Enterofagos)	x	Gibbs, Antony, & Sons (Iodine)	iii
Ayrton, Saunders & Co., Ltd. (Wholesale Druggists)	Cover	County Perfumery Co. (Brylcreem) ...	16	Grout & Co., Ltd. (Crêpe Bandages, &c.)	23, xxii
Bandoeng Quinine Factories (Quinine and Salts)	iv	Cox, A. H., & Co., Ltd. (Chestnuts, &c.)	1	Hackett, S. E. (Film Overstocks) Col. Supp.	
Barker, R., & Son, Ltd. (Infants Preservative)	xviii	Daily Express (Window Display Contest)	18, 19	Hairdressing Fair	15
Bell, John, Hills & Lucas, Ltd. (Extract of Malt with Parrishes Food) Leader Page		Denver Chem. Mfg. Co. (Antiphlogistine)	x	Halmagon Brand Tablets	x
Benckiser, Joh. A. (Tartaric Acid, &c.) iv		Dick, W. B., & Co., Ltd. (Liquid Paraffin)	xviii	Hampden Residential Club	Col. Supp.
Berdoe & Fish, Ltd. (Valuers, &c.) Col. Supp.		Distillers Co., Ltd. (D.C.L. Yeast Tablets)	xvi	Hampshire, F. W., & Co., Ltd. (Wasp Flybaud)	xx
Blade Industries, Ltd. (Carnos Blades) 16		Drake & Dahm (Translators), Ltd.	30	Hay, Wm., Ltd. (Olive Oil)	12
Boots Pure Drug Co., Ltd. (Medicinal Products)	ix	Dudley & Co., Ltd. (Window Display Stands)	28	Holroyd's Oil and Ceresine Co., Ltd. (Liquid Paraffin)	x
British Diamalt Co. (Malt and Oil) ...	xvi	Dunlop Rubber Co., Ltd. (Hot Water Bottles)	10	Horner, L. A., & Sons (Chemicals)	ii
British Xylonite Co., Ltd. (Halex Toilet Brushes)	17	Edwards Harlene, Ltd. (Hair Toilet Preparations)	21	Hubbuck, T., & Son, Ltd. (Oxide of Zinc)	ii
Bromaprints (Magnified Prints)	22	Eno, J. C., Ltd. (Fruit Salt, &c.) Leader Page		Ibberson, G., & Co. (Razor Blades) ...	12
Buckley-Bowker Tablet Co., Ltd. (Tablets, &c.)	xvii	Fairy Dyes, Ltd. (Dyes)	5	Josephs, Philip, & Sons, Ltd. (Shop-fittings)	Col. Snpp.
Burrall Bros. (D. & P. Service)	30	Fecher, M. J., Ltd. (Nebulizers)	xxii	Jules Frères, Ltd. (Julsia Hair Cream) 14	
Burge, Warren & Ridgley, Ltd. (Surgical Rubber Goods)	xxi	Fink, F., & Co. (Gums)	30	Kay Bros., Ltd. (Linseed Compound) ...	xix
Burgoyne, Burbidges & Co., Ltd. (Red Diamond Packed Goods)	i	Ford, Shapland & Co., Ltd. ("Sol-vo" Toilet Paper)	xxii	Kemsales, Ltd. (Besorbon)	xii
Burrough, James, Ltd. (Alcohol) Leader Page				King, G., & Co., Ltd. (Patent Foods) Cover	
Burroughs Wellcome & Co. ("Kepler" Cod Liver Oil and Malt)	31			King, J. C., Ltd. (Shopfittings)	20

(Continued overleaf.)



LONDON DEPOT:
292 UPPER STREET, ISLINGTON, N.1

FAIRY DYES, LTD., GLASGOW, N.W.

Fairy Dyes

**It pays to
Concentrate
on
Advertised goods**

FAIRY DYES

are well advertised in the National Press and Ladies' Journals. They meet with a large and steadily increasing demand.

Sold at the popular price of 2d. per tube retail—attractively packed. 31 shades and colours.

See that your stocks are up-to-date.

I \ DEX—c—nt.

Lennon, Ltd. (South African Agencies) xvii
Levermore, A., & Co., Ltd. (Precipitated Chalk) 30
Leyland and Birmingham Rubber Co., Ltd. (Hot-Water Bottles) xxiii
Lightbown, J. W., & Sons, Ltd. (Grips Pastilles) xii
Lofthouse & Saltmer, Ltd. (Halibut Liver Oil) xvi
London College of Pharmacy xx
Low, Son & Haydon (Toilet Preps.) ... 30
Macandrews & Forbes, Ltd. (Apollo Liquorice) vii
Macleans, Ltd. (Clotabs) 24-25
Matthews & Wilson (1931), Ltd. (Pills, &c.) viii
Matthews, D., & Son (Shopfittings) Col. Supp.
Mannd, F., & Berg, E., Ltd. (Show-cases) Col. Supp.
Mawson Filter Co. (Mawson Filters) ... xviii
Maxwell, Plaistowe & Co., Ltd. (Sand-wood Oil) iv
Menley & James, Ltd. ("Iodex") vi
Millar, A., & Co., Ltd. (Orange Wine) xviii
Mitchell, N. W., & Snow, Ltd. (Corks) 20
Monsanto Chemicals, Ltd. (New Issue) 7
Mosans Quinine Pessaries xxi
Napp, H. R., Ltd. (Magnesium "Per-hydrol") viii
National School of Chiropody xx
Nestlé & Anglo-Swiss Condensed Milk Co. (Lactogen) xix
Northern Polytechnic 30
Norwegian Cod Liver Oil xiv
"Ocean" Razor Blades (Gt. Britain), Ltd. 12
Orridge & Co. (Valners, &c.) Col. Supp.

Parke, Davis & Co. (Shaving Cream) ... 13
Perry & Hope, Ltd. (Phosphate of Soda) xviii
Phosferine (Ashton & Parsons), Ltd. (Tonic Wine) 4
Pitman, Sir Isaac, & Sons, Ltd. (Books) 30
Poth, Hille & Co., Ltd. (Beeswax) xii
Potter & Clarke, Ltd. (Wholesale Druggists) 29
Proprietary Agencies, Ltd. ("California Syrup of Figs") Cover
Putnams Dependable Service (Chloro-zone) 30
Radio Times, The 11
Ransom, W., & Son, Ltd. (Solid Extracts, &c.) Cover
Remogland Chemical Co. xii
Riley, J., & Sons, Ltd. (Hypo, &c.) ... ii
Roberts & Newton (Labels) xx
Roberts' Patent Filling Machine Co. ... 28
Roger & Gallet (London), Ltd. (Coffrets) 2, 3
Sangers, Ltd. (Service) Cover
Schering, Ltd. (Medicinal Preparations) Leader Page
Scurr, C. A. (Optical Tintition) 30
Shadeine Co. (Hair Dyes) 30
Sharplin, W. J., Ltd. (Stoppers) 20
Silvertown Lubricants, Ltd. (Liquid Paraffin) xvii
Smith, T. & H., Ltd. (Alkaloids) vi
Sonthall Bros. & Barclay, Ltd. (Sanitary Towels) xxi
Speake, W. (Old Bottle Stocks)...Col. Supp.
Speer, W. R., & Son (Toothbrushes) ... 28
Sterns, Ltd. (Oils, Petroleum) viii
Stevenson, H. E., & Co., Ltd. (Halibut Liver Oil) xix

Stuart Woolf & Fleming, Ltd. (Toilet Paper) xxii
Summer's Typhoo Tea, Ltd. Leader Page
Surgical Hosiery Co., Ltd. xxii
Swann, W. R., & Co., Ltd. ("Kleen" Razor Blades) 30
Swizzels, Ltd. (Mint Tablets) 30
Taylor, Edward, Ltd. (Fastaid Dressing) xxi
Thompson & Capper Wholesale, Ltd. ("Cornol") 28
Thompson, John (Wholesale Druggists, 1921), Ltd. (Raspberry Vinegar, &c.) 6
Vareen, Ltd. (Liquid Nail Polish) Leader Page
Warner, W. R., & Co., Ltd. (Sloans Brand Liniment) xi
Warriek Bros., Ltd. (Winter Pastilles) 32
Watts, T., & Walker, Ltd. (Valuers, &c.) Col. Supp.
Westminster College of Pharmacy xx
Whiffen & Sons, Ltd. (Bromides, &c.) Cover
Williams, G. M., & Co. (Cystex) xiv
Wilson & Mansfield, Ltd. (Eucalyptus Oil) iii
Wyleys, Ltd. (C.M.X. Antiseptic, &c.) Leader Page
Yvonne, W. J., et Cie, Ltd. (Toilet Preps.) 30
Zeal, G. H., Ltd. (Clinical Thermometers) Cover
Zimmermann, A. & M. (Chemicals) iii
Zimmermann, C., & Co., Ltd. (Chemicals, &c.) v

RASPBERRY VINEGAR (Jaytee's)

(MADE FROM NEW SEASON FRUIT)

Prepared from Ripe Fresh Raspberries and Pure Cane Sugar, free from Artificial Flavouring and Preservatives. Guaranteed Pure. Will not deposit nor ferment. Supplied in 2½ oz. and 5 oz. Pyramid Shape Screw Cap bottles also in Winchester, Carboys and Casks. © Write for sample and price.

COD LIVER OIL EMULSION

WITH HYPOPHOSPHITES OF LIME AND SODA.

It contains 33⅓% of the finest New Norwegian Cod Liver Oil, and is excellent in palatability. © Readily taken by old or young.

SUPPLIED IN BULK OR BOTTLED, PRINTED WITH CUSTOMER'S OWN LABELS.

John Thompson (Wholesale Druggists 1921) *Ltd.*
Duke St., Liverpool

Telephones: Royal 1434 (6 lines).

Telegrams: "Drugs, Liverpool."

PRELIMINARY NOTICE.

MONSANTO CHEMICALS LIMITED.

**Issue of 400,000 5½ Per Cent. Redeemable Cumulative
Preference Shares of £1 each at 20s. 6d. per share.**

**The SUBSCRIPTION LIST for the above ISSUE will OPEN on FRIDAY,
the 14th day of SEPTEMBER, 1934.**

The Prospectus will show, inter alia, that :—

1. The business manufactures over 80 chemical products and is one of the most important British manufacturers of chemicals, particularly those for the Pharmaceutical and Rubber trades. It is one of the leading British makers of such important products as Pure Phenol, Cresylic Acids, Aspirin, Salicylates, Phenacetin, Disinfectants, Saccharin, and Vanillin, which have a good market not only in England but are exported to countries all over the world.
2. The profits of the business being acquired, after charging all working expenses, management remuneration and depreciation, but before providing for Income Tax, were as follows :—

Year ended 31st December, 1931	...	£31,449
Year ended 31st December, 1932	...	£90,073
Year ended 31st December, 1933	...	£104,573
Six months ended 30th June, 1934	...	£61,994
3. The profits for 1933 were sufficient to cover the annual dividend required on the Preference Shares over 4½ times.
4. The net assets, including the estimated net proceeds of the Issue, amount to £685,059.
5. Part of the proceeds of this Issue will be used for increasing the existing plant and developing new extensions of the business.
6. The Board of Directors and the entire staff who have been successful in developing the business of the Company will continue to serve the Company in the same capacity.

Prospectuses and Application Forms are now available from :

The Bankers :

NATIONAL PROVINCIAL BANK LTD., and Branches.

The Solicitors :

CLIFFORD-TURNER & CO., 81/87, Gresham Street, London, E.C.2.

The Registered Offices of the Company :

Victoria Station House, Victoria Street, S.W.1.

The Brokers :

MYERS & COMPANY, 19, Throgmorton Avenue, London, E.C.2.



ARMOUR'S FLAVOURED JUNKET

A NEW PREPARATION TO CREATE NEW SALES

EASY TO PREPARE
A DELICIOUS
SWEETENED AND
FLAVOURED JUNKET
FOR THE SICKROOM
NURSERY & TABLE

ADD CONTENTS TO
A PINT OF WARM
MILK — STIR GENTLY
AND ALLOW TO COOL

**Box
of
24
Each**



**BOX
OF
24**

ARMOUR & COMPANY LTD.

LABORATORY DEPT., ARMOUR HOUSE, ST. MARTIN'S-LE-GRAND, LONDON, E.C.1

TELEGRAMS: "ARMOSATA-CENT,"
LONDON
TELEPHONE: - - NATIONAL 2424

MORE and MORE MOORLANDS

A recent test campaign has shown that Moorland Brand Indigestion Tablets are becoming more and more popular with women. Moorlands are effective, taste like sweets and are reasonably priced. Thousands of free sample tins have been distributed to applicants throughout the country.

We have decided to extend our advertising to other feminine papers. This increased advertising will create still further demand for more and more Moorlands.

Due to the cumulative effect of constant recommendation and consistent advertising, **MOORLANDS** are in greater demand than ever. Moreover, no other 7½d. nationally advertised article sells in such quantity as **MOORLANDS** and yields anything approaching the same percentage of profit.

Keep Moorlands well displayed—
it will pay you.

The Public will have

MOORLAND
BRAND
INDIGESTION TABLETS

W. B. CARTWRIGHT, LTD., Rawdon, Leeds

"I feel Rotten: Can't eat anything without Pains..."
"I once Suffered Terribly and was afraid to eat—only Moorlands did me good."

Read this amazing tribute to Moorland Indigestion Tablets.
"Having suffered for years from indigestion and flatulence, I naturally tried lots of so-called remedies, but never derived much benefit until I tried Moorland Brand Indigestion Tablets. I was surprised how quickly they brought relief. I need suffer with indigestion or flatulence now, thanks to your marvelous Moorland Tablets. My husband has also found them very beneficial in attacks of biliousness." (Mrs. E. Wright, Sheffield.)

IMPORTANT—Moorland Tablets contain 15 ingredients, all necessary to relieve indigestion at once and gradually remove its cause. Moorland Tablets contain Calcium and other essentials to good health. Moorland Tablets bring the system back to good health—appetite returns, over-acidity disappears. They are as pleasant as sweets to take and will save you misery. Take two Moorland Tablets after meals and eat what you like.

Prices: 7½d., 1/3, and 2 Family Size 2/6.
Moorland Powder 1/3.

MOORLAND BRAND INDIGESTION TABLETS

"I am 86 Years Old and can eat anything"
Read this amazing tribute to Moorland Indigestion Tablets:
"My age is 86 in September and I can eat anything. They tell me what a splendid appetite I have got. I don't care how old people are, if they suffer with indigestion and they take your tablets they will fully enjoy all their meals without any pain." (Mrs. J. S. Hunt.)

IMPORTANT—Moorland Tablets contain 15 ingredients, all necessary to relieve indigestion at once and gradually remove its cause. These ingredients are essential in every y diet, many missing from factory-made and food are deprived of their natural salts while the valuable salts of calcium in vegetables are lost. Moorland Tablets bring the system back to good health—appetite returns, over-acidity disappears. Take two Moorland Tablets after meals and eat what you like.

Prices: 7½d., 1/3 and Family Size 2/6. Moorland Powder, 1/3.

MOORLAND BRAND INDIGESTION TABLETS

At all Chemists 7½d.

No proprietary rights claimed
W. B. CARTWRIGHT LTD., RAWDON, LEEDS.



Made under
British Patents.

★ THE DUNLOP FABRIC INSERTION BOTTLE

Built on the same principle as the world's toughest motor tyres. Definitely the strongest and most reliable hot-water bottle in the world.

In red.

Fixed Retail Selling Price.

3/11

★ THE NEW DUNLOP ALL-RUBBER MOULDED BOTTLE

Represents really remarkable value at its price. A first-class hot-water bottle in every respect. Obtainable in a clear cellophane paper bag.

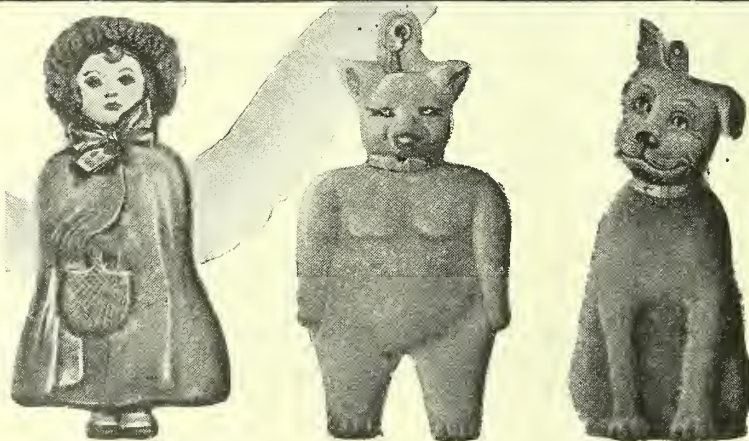
In red.

Fixed Retail Selling Price.

2/11

DUNLOP

THE SEASON'S BEST HOT WATER BOTTLES



Specially made to appeal to children, these strong, high-quality bottles are attractively packed. In the same style are the Kitty and Bunny bottles

Made under British Patents.

FROM 3/11

Covered in velvet . . . 5/9

Red Riding Hood Bottle . . . 4/6

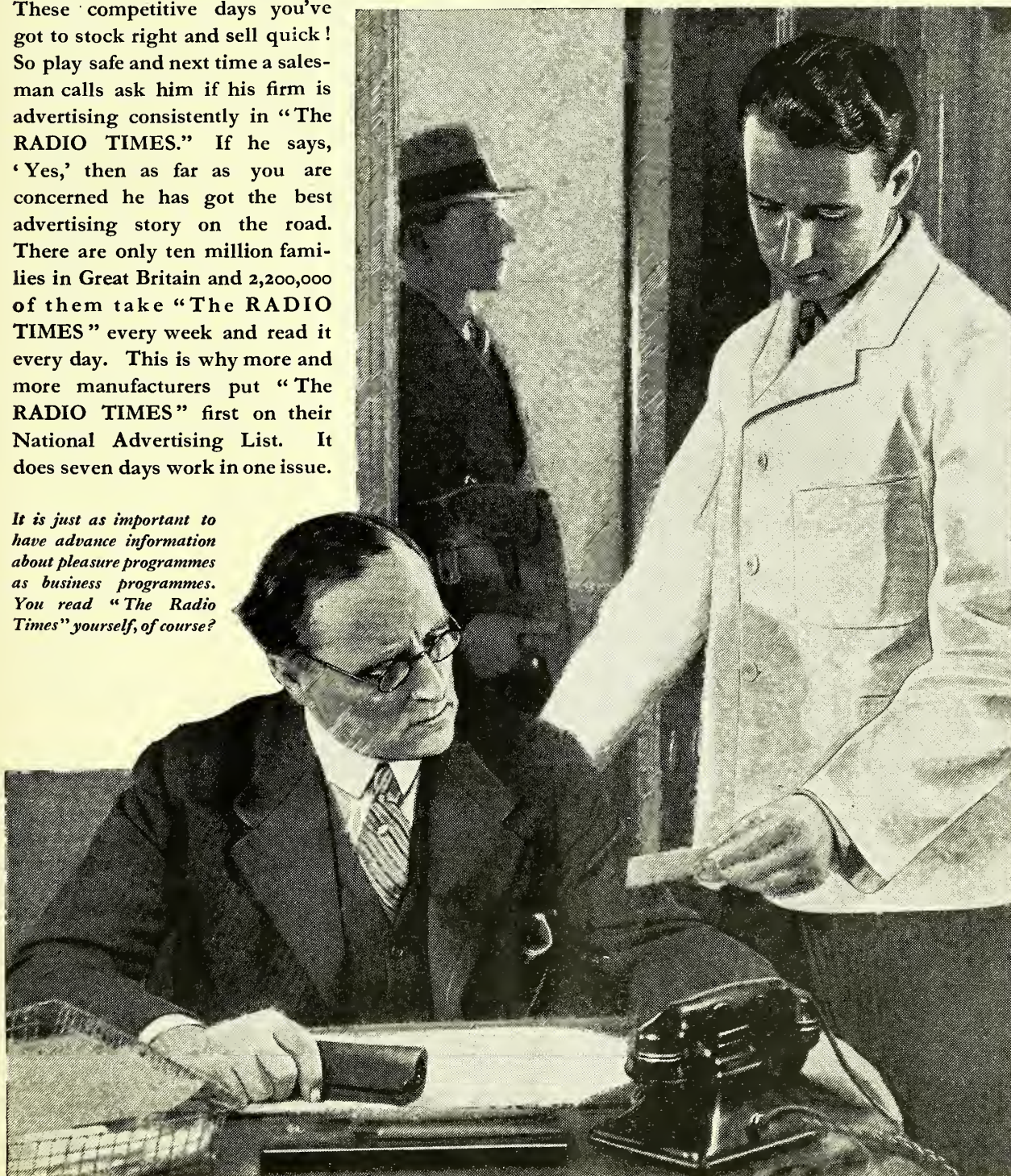
Write for full details to:—

Dunlop Rubber Company Limited, General Rubber Goods Division, Cambridge Street, Manchester.

Ask him if they're advertising in "The RADIO TIMES"

These competitive days you've got to stock right and sell quick! So play safe and next time a salesman calls ask him if his firm is advertising consistently in "The RADIO TIMES." If he says, 'Yes,' then as far as you are concerned he has got the best advertising story on the road. There are only ten million families in Great Britain and 2,200,000 of them take "The RADIO TIMES" every week and read it every day. This is why more and more manufacturers put "The RADIO TIMES" first on their National Advertising List. It does seven days work in one issue.

It is just as important to have advance information about pleasure programmes as business programmes. You read "The Radio Times" yourself, of course?



All for  Beauty



No guesswork here!

They come and they go—so many of these new beauty preparations.

But Harriet Hubbard Ayer preparations are *steady* in their sales. You know for *certain* there will always be demand.

Women who once try Harriet Hubbard Ayer preparations are always faithful to them. And meanwhile carefully planned advertising adds more and more new customers.

No guesswork for you here!

HARRIET HUBBARD AYER
LIMITED
BEAUTY PREPARATIONS

130 Regent Street, London, W.1

NEW YORK

PARIS

MONTREAL

●PACKED OILS

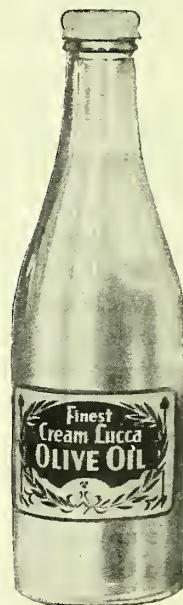
HAY'S

WHEN next you are in the market for Packed or Bulk Oils let us quote you: Exceptionally keen terms for contract supplies. All Hay's products are guaranteed of the highest standard of quality and supplied under attractive own-name labels if desired.

OLIVE OIL
(FINEST VIRGIN CREAM LUCCA)

GLYCERINE
LIQUID PARAFFIN
SALAD OIL

A copy of our illustrated
Price List and specimen
labels upon application to
Dept. D.16

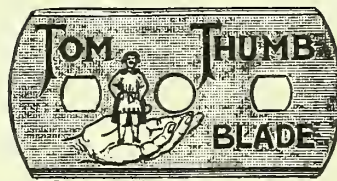


WILLIAM HAY LIMITED
Manufacturing Chemists **HULL**

HANG IT

**UP AND LET
IT SELL ITSELF**

1 D.
Each
Retail



MADE BY
GEORGE IBBERTSON & CO.
Razor Works, 146 West St., Sheffield

**CUSTOMERS COME AGAIN
for "OCEAN" BLADES**

You MUST stock the best to retain your Customers—"Ocean" Blades—the finest money can buy.

New
Reduced
Price

7/6
Gross



The 3-HOLE Blade is made of the same first-quality steel as the "MULTIFIT." Both are MADE IN ENGLAND by new process giving ultra-keen edge for satisfying shaves. Nearly 100 million sold.

The "MULTIFIT" is the ONLY Blade which fits practically ALL DOUBLE-EDGE RAZOR HOLDERS. Give YOUR customers the Blade they want—the "COME AGAIN" blade. STOCKED BY ALL LEADING WHOLESALE. State if "Multifit" or 3-Hole required. Display matter free. For direct supplies send postal order or cheque to address below:—

STOCK ALSO
"THE CONQUEROR"
The finest 3-HOLE PENNY
BLADE—5/- Gross.

"OCEAN" RAZOR BLADES (GT. BRITAIN), LTD.
Sales Dept., 1-6 Bridgewater Place, Aldersgate St., London, E.C.1

Help to Maintain Price & Profit Stability

With
**PARKE-DAVIS
SHAVING CREAM**

SUPPORT the "chemist's shaving cream." None but a pharmacist may sell this high-class product. Moreover, it has a fixed protected price (1s. 6d.) and it allows a profit that does far more than merely cover pharmacy overhead expenses.

Pharmacists all over the country are buying Parke-Davis Shaving Cream on the special terms available and selling it easily and quickly.

It is a typical Parke-Davis product — of supreme quality, truly profitable, effective and designed to give perfect satisfaction both to the pharmacist and to his customer.

**SEND FOR
TERMS**

★ ★

PARKE, DAVIS & CO.,
50 Beak St., London, W.1

Laboratories: Hounslow, Middx.
Inc. U.S.A.: Liability Ltd.

The Shaving
Cream that
only a Chemist
may sell.





OUR ADVERTISING CAMPAIGN WILL CREATE A BIGGER DEMAND THAN EVER

Get ready to enjoy your share in the profits from Julysia's great sales drive. Generous terms ensure you good profit on every sale, while Julysia's superior quality guarantees constant "repeats."

IS PACKED IN THREE SIZES -

6d. size @ 4/- dozen 1/- size @ 8/- dozen
1/6 size @ 12/- dozen

BONUS TERMS:

Thirteen bottles to the dozen for 1/- and 1/6 sizes only.

Special Carriage-Paid Parcels ON BONUS TERMS:

No. 1 PARCEL. 4 dozen 1/- size.

With FREE BONUS of 4 x 1/- bottles.

No. 2 PARCEL. 3 dozen 1/- size 1 dozen 1/6 size.

With FREE BONUS of 3 x 1/- and 1 x 1/6 bottles



JULYSIA HAIR CREAM

*A product of Jules Freres, Ltd.,
Perfumers, 154-164 Walworth Rd., S.E.17*
BEAUTIFUL AND ATTRACTIVE SHOWCARDS



**Make your
plans for**

AUTUMN and CHRISTMAS at the HAIRDRESSING FAIR

Never before was it so important to see the Hairdressing Fair before making plans and getting in stocks for Autumn and Christmas. For the Hairdressing Fair will set new fashions—put new ideas into vogue. All the best ideas of the year will be presented for the first time—so much so, that delegates from all over the world have decided that they must be there. All the leading manufacturers of perfumery and toilet goods have taken stands, and the placing of many of the year's biggest contracts is being held over until the Hairdressing Fair. Make a note of the dates—Sept. 25 to Oct. 4, and make a point of coming along.

OLYMPIA

Empire Hall

SEPT. 25—OCT. 4

THE TREATMENT FOR DRY SCALP DANDRUFF & FALLING HAIR

Very few people have a really healthy head. People when they are ill go to the doctor. The average man relies upon his Chemist or hairdresser for help and advice upon hair health. There are many hairdressings on the market, some containing gum which sets hard and forms a hard deposit on the scalp, choking the pores, others which mat the hairs together and attract dirt and dust, and both kinds are liable to seriously affect hair growth. Dry or choked up scalp leads to scurf, dandruff and baldness.

Brylcreem is the hairdressing par excellence.

Brylcreem provides perfect control but contains no gum, therefore it leaves no deposit on the scalp.

Brylcreem contains tonic properties that promote the growth of the hair. Brylcreem contains cleansing, hair-nourishing oils in the correct proportion, so that the scalp is kept moist and healthy.

Where Brylcreem is used dry scalps cannot exist. You are safe in recommending Brylcreem—the Perfect Hairdressing.

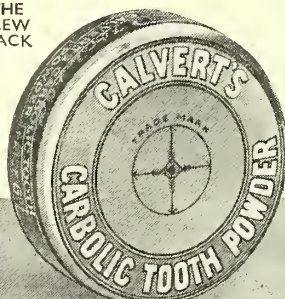
THE COUNTY PERFUMERY CO., NORTH CIRCULAR RD., LONDON, N.W.10

CALVERTS NEW TINS

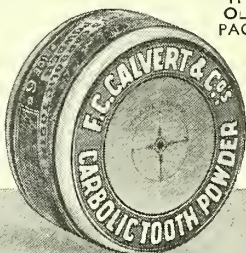
The new improved shape 6d. size—wider and flatter—allows the tooth brush to pick up the last piece of powder easily.

- **IMPROVED MODERN PACK**
makes Calverts easier and more economical to use, more attractive to display.
- **STRIKING NATIONAL ADVERTISING**
is driving home the advantages of Calverts, recruiting new users every week.

THE
NEW
PACK



THE
OLD
PACK



*Stock
Carnos*
RAZOR BLADES
CARNOS ENGLAND
MADE IN
RAZOR BLADE
REGD. No. 425384
LONDON. APRIL 20-1992

*for quick
sales!*

12
for 6d.

Write for details to:

Blade Industries Ltd., Dept. 60, Trading Estate, Slough, Bucks.

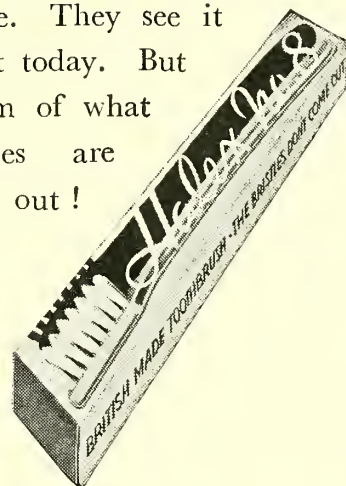
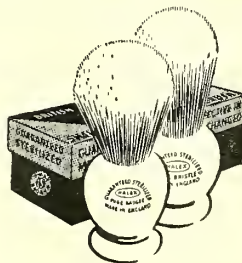
**NATIONALLY
ADVERTISED**



STOP! BUY HERE!

THAT'S WHAT THE HALEX SHOWCARD
MEANS TO THE PUBLIC!
IS IT IN YOUR WINDOW?

Toothbrushes—dental plate brush—shaving brushes—in fact, BRISTLES—they all spell HALEX, and your customers know it. Bristles that can't come out—really first-rate tough bristles. The public *must* go by experience. Fingering won't tell them how a bristle is going to stand up to hard wear and moisture. That's why HALEX is a name that draws them in. They know that name. They see it in national advertisements. They are seeing it today. But the advertisements are merely to remind them of what they know already—that HALEX bristles are good healthy bristles which can't come out!



HALEX BRUSHES

DON'T STAY ON THE SHELF

ORDER FROM YOUR USUAL WHOLESALERS OR FROM
THE BRITISH XYLONITE COMPANY LIMITED · HALE END · E.4

*Bills for every shop in the street
— don't be "odd man out"*



This—and another equally effective window bill—printed in colours, will be sent free on request. Post the coupon now.

IMPORTANT

Chemists qualify to enter the "THINGS TO USE" section of this contest. First prize, £200 and the "Daily Express" Trophy, 2nd Prize, £100, 3rd Prize, £50, 10 Prizes of £5 each, 25 Prizes of £2 each.

Many manufacturers are offering additional awards, if you feature their brands. Write direct to them for details.

Other details of this great contest—and selling opportunity—will be sent on request—post the coupon printed below.

If you cannot arrange a special window display between October 1st and 13th, please show the "HELP YOUR NEIGHBOUR" bills specially printed to encourage spending. Link up with your neighbours. Two impressive bills will be sent free of charge. Use one or both of them as you wish—but don't be "odd man out."

REGISTRATION FORM

(Please complete either (1) or (2) and address)

- (1) I (We) wish to co-operate in the "HELP YOUR NEIGHBOUR" Campaign, and will be pleased to receive..... Window Bills free of charge.
- (2) Please enter me (us) for the "Daily Express" WINDOW DISPLAY CONTEST under GROUP :—
A. Things to EAT and DRINK. B. Things to WEAR. C. Things to USE.
(Cross out the two which do not apply.)
and supply me with..... Window Bills free of charge.

Signed

Trading as (or on behalf of).....

Address.....

Nature of Trade.....

Watch the "Daily Express" for new details of this immense project—to bring more trade to every retailer, start the autumn shopping season with a real swing.

The "Daily Express" is telling its readers to spend more: they will buy from you if they see that you are in the "Help Your Neighbour" campaign.

*Urgent— Post the coupon
for your window bills*

ENTER THE Daily Express WINDOW DISPLAY CONTEST

£1,500

**IN PRIZES
AND THREE
MAGNIFICENT
TROPHIES**



**OCT.
1ST TO 13TH**

**[MAKE YOUR
DISPLAY DURING
THE FIRST OR
SECOND WEEK]**

[NO ENTRANCE FEES]

Every retail chemist is invited to enter this great nation-wide contest.

Your enterprise may win £200 in cash and a magnificent 112 oz. silver trophy value £50.

You are certain to increase your sales during the period of the display, the first fortnight in October, when shopping needs a stimulus.

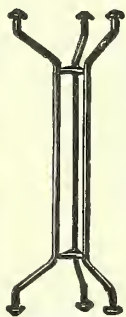
Remember, on October 1st, over £1,000,000 a week will be in the purses of the public—Budget benefits will come into effect.

Get your full share of the extra trade that is bound to result—support the “HELP YOUR NEIGHBOUR” campaign, with its slogan “SPEND A LITTLE MORE SO THAT YOU—AND OTHERS—WILL HAVE MORE TO SPEND.”

TO MANUFACTURERS: Many manufacturers of branded goods have already announced the offer of extra cash awards to retailers entering the “Daily Express” contest and featuring specified lines

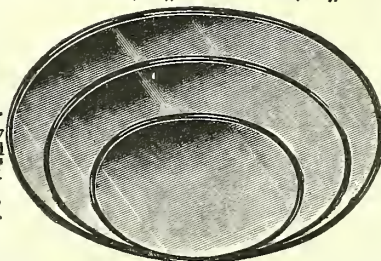
You are invited to write a personal note to Leslie W. Needham, “Daily Express,” Fleet Street, London, E.C.4.

KING'S FOR SHOPFITTINGS



Ref. No. H 3249 Round Section Metal Display Pedestals, fitted with Rubber Studs at Top and Bottom. Stocked in the following sizes:—

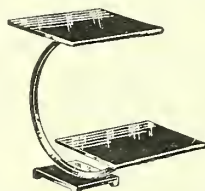
Height	Brown Bronze Finish	Chromium Plate Finish
9-in.	1/3 each	2/6 each
12-in.	1/6 "	3/- "
15-in.	1/9 "	3/9 "
18-in.	2/3 "	4/6 "
21-in.	2/9 "	5/3 "
24-in.	3/3 "	6/- "
30-in.	3/9 "	7/6 "



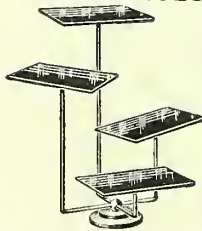
Ref. No. OK 256 First Quality Clear Glass and Black Opal Glass, Display Ovals, 1" thick, polished edges. Stocked in the following sizes:—

Size	Clear Glass	Black Opal Glass
9" x 5"	1/4 each	1/5 each
10" x 7"	1/5 "	1/6 "
12" x 9"	1/6 "	1/9 "
14" x 10"	2/2 "	2/8 "
16" x 9"	2/6 "	3/- "
18" x 12"	3/6 "	4/3 "
20" x 15"	4/- "	5/3 "
24" x 18"	5/9 "	7/3 "

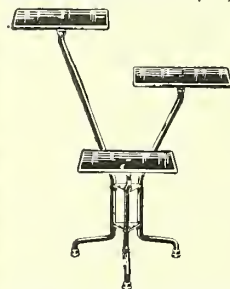
We will be pleased to forward our complete catalogue of Pharmacy Fittings No. 1013. Post Free on Application.



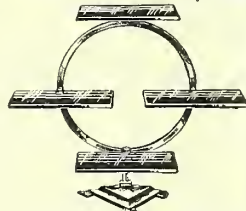
No. H 3278. Square Section Metal Display Stand, fitted with two Black Opal Glass Shelves, 10" x 6". Mounted on a square base. Height overall, 12". Brown Bronze Finish 11/3 each Chromium Plate Finish 13/6 "



No. H 3277. Round Section Metal Display Stand, fitted with four Black Opal Glass Shelves, 10" x 6". Mounted on a Double Circle Base. Height overall, 21". Brown Bronze Finish, 14/3 each Chromium Plate Finish, 17/3 each



Ref. No. H 3275. Square Section Metal Display Stand, fitted with three Black Opal Glass Shelves, 7" x 5". Height overall, 19". Brown Bronze Finish 11/3 each Chromium Plate Finish 13/6 "



No. H 3472. Square Section Metal Display Stand, fitted with four Black Opal Glass Shelves, 9" x 5". Height overall, 24". Chromium Plate Finish, 30/- each

J. C. KING LTD.
42-60 GOSWELL ROAD,
LONDON, E.C.1

PHONES: CLERKENWELL 2316 (Private Branch Exchange)

BUY

BRITISH
PYRAMID
CORKS

are better than ever.

6 and 8 oz.

N.H.I. 5^d. per gr.

Ordinary 8^d. "

Fine 1/1¹/₂ "

Finest 1/8 "

10 gross carriage paid.

20 gross - - less 5%.

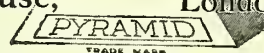
Less 5% cash with order.

Write for full Price List and Size Gauge.

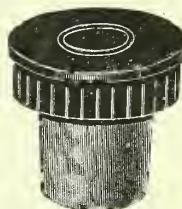
N. W. Mitchell & Snow, Ltd.

"The Cork Firm."

Limehouse, London, E. 14.



**COMPOSITION STOPPERS
BAKELITE MOULDINGS
COMPACT COSMETIC & ROUGE BOXES**



**200 Varieties
Any Colour.**

A suitable Composition Stopper will enhance the selling value of your package. Let us fit your Bottles and quote you.



W. J. SHARPLIN, Ltd. Telephone: Mountview 0952
Middle Lane Works, Hornsey, LONDON, N.8

WE SUPPLY
DECORATED TINS
FOR PACKING
OINTMENTS

AND OTHER PRODUCTS.

SAMPLES AND PRICES UPON REQUEST.

THE CALDICOT TIN STAMPING WORKS LTD.
CALDICOT, Nr. CHEPSTOW, Mon.

Announcing

"Harlene" SOAPLESS BRUSHLESS SHAVING CREAM

Harlene announce a new Scientific, Soapless, Brushless Shaving Cream. This new line is being backed by a special Publicity Campaign and men everywhere are appreciating its marked superiority. Sold at popular retail prices of 6d. & 1/- per tube, this new-comer to the Harlene range will be a special addition to your list of quick sellers.

"HARLENE" HAIR CREAM

Another New Line Already Meeting With Big Success

Harlene Hair Cream, the new ideal Hair Dressing for men, though introduced but a few months ago, is already a popular and ready seller, retailing at 7½d., 1/1½ & 2/-.

"HARLENE" CAMOMILE SHAMPOO

For Fair Haired Ladies in conjunction with "Harlene" Camomile Golden Hair Wash

All fair haired ladies, particularly the thousands who are already users of Harlene Camomile Golden Hair Wash, will specially welcome this new Harlene Camomile Shampoo. Prepared according to a perfected formula, this new Shampoo is sure to meet with instant success at 1/6 per box of 7 Shampoos. Single Sachets 3d. each. Your customers will be asking you for these new lines. Be ready to meet the demand.

A postcard brings further particulars.

EDWARDS HARLENE LTD.

20/26 Lamb's Conduit St., London, W.C.1

The Old Way



60 Hours a Year Wasted in SHAVING

Remarkable Time, Trouble and Money Saving Benefit of

"Harlene" SOAPLESS BRUSHLESS SHAVING CREAM

5 SHAVES FREE

Do you realise that shaving wastes 60 hours of your time every year? But it need never do so again! A new Scientific discovery—"Harlene" Soapless, Brushless Shaving Cream—saves 60 hours a year on Shaving! And that is not all! It will also shave you better, save you trouble, improve your skin and SAVE you MONEY! No necessity for Shaving Brushes or Shaving Pots. Razor blades will last longer, and many men who now have to shave twice a day will find one shave only necessary!! You just squeeze it from the tube. And what a glorious shave it is! No more messy lathering—no more fuss and bother with hot water—none of that skin tenderness afterwards! A closer, cleaner shave is the result, and the skin feels wonderfully refreshed. So extraordinary is it that you must use it to appreciate it! So we are asking you to accept 5 FREE TRIAL SHAVES. No time must be lost in wishing to enjoy LUXURY SHAVING at our expense you must send the Coupon below at once! Invaluable also to Ladies.

Specimen advertisements appearing in the National Press.

What's FRED Been Doing To His HAIR?



Everybody has noticed it. He is looking so smart and so well groomed lately! Even after the hardest day's work his hair is still sleek and shining and unruffled. Fred has been using HARLENE HAIR CREAM—the best latest and most effective Hair Toilet Aid for men. It gives an air of distinction and a sleekness and polish which is eminently natural and sets the hair without the least hardness. HARLENE HAIR CREAM is sold by all Chemists and Stores, price 1/6, 1/1 and 2/- per bottle.

FREE Every man who takes a pride in his appearance is invited to try HARLENE Hair Cream FREE. Just send 2d. in stamps to cover post and packing and we will send you a large sample bottle by return of post. Then you can actually see for yourself what a difference it will make to your hair. Write to: Edwards Harlene, Ltd. (C. Lamb's Conduit St. London, W.C.1). Stamp your envelope with 1/6 stamp.

The New Way

Quicker Better

5 FREE SHAVES COUPON

Send this coupon with 2d. stamp and your name and address for Free 5-day Tube of "Harlene" Soapless, Brushless Shaving Cream to Edwards Harlene Ltd., 20/26, Lamb's Conduit St. London, W.C.1. (Stamp your envelope with 1/6 stamp.)

All Chemists and Stores 6d and 1/- per tube.

HARLENE HAIR CREAM

BROMAPRINTS

NEWTON ABBOT,
DEVON

For some time the Independent Chemist or Dealer has been handicapped by the fact that he can only supply the ordinary cut and dried snaps. Multiple firms have taken business from him because they have been in the position to obtain magnified prints at the same price as the ordinary.

At last the independent man can come into his own.

"BROMAPRINTS" are negatives slightly enlarged. Vest Pocket size are printed approximately $3" \times 2\frac{1}{2}"$, the $3\frac{1}{4}" \times 2\frac{1}{4}"$ size to approximately $4" \times 3"$ and the $4\frac{1}{2}" \times 2\frac{1}{4}"$ size to approximately $5" \times 2\frac{3}{4}"$.

Not only are "BROMAPRINTS" the same price as the ordinary snaps, but above all, every print is as perfect as can be made.

WE DO NOT STICK TO ONE SURFACE!

Where we consider a negative will make a better print on Velvet, Glossy, or Dead Matt paper, we do it. We correct as much as possible errors of every description even to the extent of taking out spots.

"BROMAPRINTS" are not rushed mass production prints, but masterpieces with individual treatment executed by one of the largest Photo Finishers in the Kingdom.

All our staff is "BROMAPRINT" trained and therefore know how to, and do, turn out "BROMAPRINT" masterpieces.

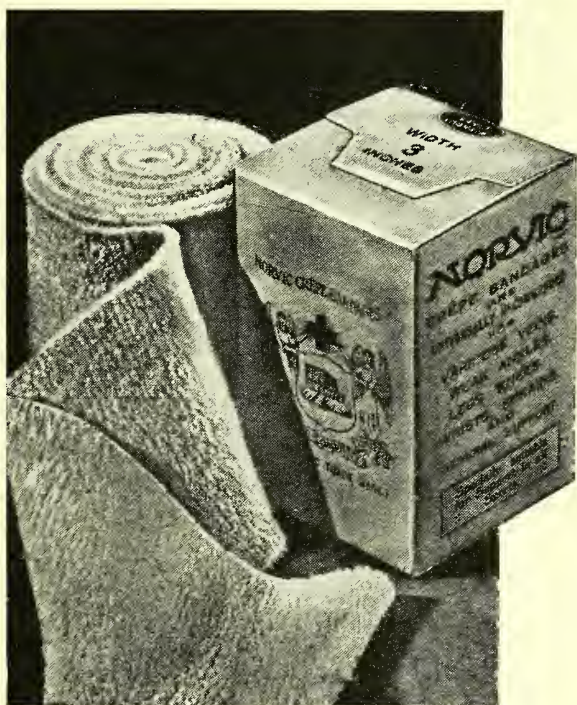
Dealers are strictly AGENTS, and are treated as such. We are therefore definitely in the position of being able to control prices.

Pave the way for a good season next year by taking up the Agency NOW!

NORVIC

Reg'd

BLUE CARTON CRÊPE BANDAGES



A small
display
will bring
profitable
results

The leading Doctors and Nurses are now recommending NORVIC Blue Carton (70% wool quality) Crêpe Bandages in a rapidly increasing number of cases. New instances are constantly being found where its exceptional elasticity proves invaluable and where it is unequalled for warmth and firm yet flexible support. The NORVIC is the most satisfactory Crêpe Bandage from your point of view and your customers'. As a quick-selling line it provides a most profitable window or counter display.

Attractive showcards free on request.

P.A.T.A. PRICES	2"	2½"	3"	3½"	1"
Cost	12/-	15/3	18/3	21/3	24/3 doz.
Sell	1/6	1/11	2/3	2/3	3/- each

Order from your usual Wholesaler

SOLE MANUFACTURERS: GROUT & CO. LTD., 35 WOOD STREET, LONDON, E.C.2

National advertising scheme for

CLOTABS

begins soon. Order your stocks now!



Every chemist remembers how the public responded a few years ago to a Cod Liver Oil Tablet, how in a few months, indeed, a few weeks, it became one of his biggest sellers. And now, here is CLOTABS—a Halibut Liver Oil Tablet—which will sell even more quickly. For it is backed by a national advertising campaign in 88 newspapers and magazines, reaching a public of over 33,000,000 people. This advertising begins very shortly. Are you ready for the big demand?



**SEND FOR THIS
ATTRACTIVE
SHOW MATERIAL**

Showcards, window bills, shelf-strips, each are available to help you build a compelling display. Write or 'phone for particulars of our Window Display offer.

'Phone: Ealing 6616.

Wires: 'Macleans, Brentford.'

PRICES :

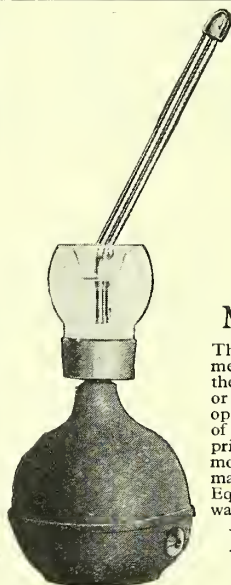
Retail **1/3. 11/6** per dozen

Retail **3/-. 28/-** per dozen

**MACLEANS LTD.
GT. WEST ROAD,
BRENTFORD,
MIDDLESEX**



ATOMISERS for all PURPOSES



MODEL "N"

The ideal Atomiser for treatment of the throat, either by the medical practitioner, nurse, or individual. Single-handed operation, unspillability, ease of sterilisation, and reasonable price will recommend this model to all. Best quality materials used throughout. Equally efficient for oils and water.

PRICE 4/6d.



MODEL "U"

Unspillable Atomiser for nasal use, invaluable to catarrh sufferers and for general use. Will atomise satisfactorily both oil and water.

PRICE 2/6d.



MODEL "G"

The ideal Gynaecological Atomiser, single-handed in operation, unspillable. Robust in construction. Tube length gives ample scope for use through the speculum. Easily sterilised.

Only required dose need be used for each application. Heavily chromium plated. Best rubber and glass used throughout.

PRICE 7/6d.
Special Stand 2/6d.

The "Millett" models illustrated fulfil all the requirements demanded from an Atomiser for its particular purpose.

Their revolutionary design—and yet sound principle readily commend them to the Medical Profession and the Public alike.

There is profit in the "Millett" Atomiser for you and a quick turnover.

♦ ♦ ♦

Specialising in the manufacture of Atomisers and Sprayers, Atomisers Ltd. with their special knowledge and plant are in a position to undertake the manufacturing or designing of Atomisers and Sprayers for any trade and all purposes.

TRADE TERMS

List less 33 $\frac{1}{3}$ %

ATOMISERS Limited

13 Great Pulteney Street, London, W.1

Telephone Gerrard 1054

Proprietors of the "Millett" Atomiser Patents. Makers of Fine Sprayers and Atomisers.

ALL BRITISH

Visit our
CHEMISTS'
SEPTEMBER

JOYMOL

THE SAFE CURE FOR SORE THROATS, HEAD COLDS, CATARRH AND ALL NASAL TROUBLES

The new "Millett" product for use with either Type "N" or Type "U" Atomisers, containing only the finest quality ingredients selected after months of intensive laboratory tests. The oil base immediately soothes the inflamed delicate tissues while the antiseptic solution destroys the germs *without undue irritation*.

For sale as a separate line, a medicine dropper is packed with each bottle and may be used to apply the fluid to the nostrils direct.

PRICE PER BOTTLE

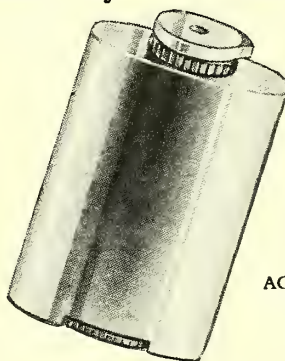
1/3d. and 2/0d.

ACTINOL CREAM CONTAINER

For "My Lady's Bag"

This beautiful Chromium Plated, convenient size cream container will prove an easy seller, in fact it will sell itself. Its advantages are apparent—easily filled, the container acts on the grease gun principle—two or three turns of the screw at the base ejects sufficient cream through the small orifice at the top and is brushed off on the finger and applied in the usual way. Women will readily appreciate its practicability.

See this fast selling line on our Stand at the Exhibition and place your order for quick sales.



ACTUAL
SIZE

Boxed in half-dozen lots on strutted show-cards for display purposes.

PRICE

1/9d.

each

ATOMISERS Limited

13 Great Pulteney Street, London, W.1

Telephone Gerrard 1054

Proprietors of the "Millett" Atomiser Patents. Makers of Fine Sprayers and Atomisers.

PRODUCTS

**STAND 54
EXHIBITION**

4th — 28th

TALKS TO PHARMACISTS

De-Stamping

There has been a lot of correspondence concerning the De-Stamping of Proprietaries, and a lot of indignation shown because certain Manufacturers have taken all, or nearly all of the value of the stamp, leaving the poor Retailer as he was.

When "CORNOL" Brand CORN REMOVER was de-stamped we gave one dozen bonus with a 3 dozen order, thus increasing the profit to 6½d. on every bottle. We have now improved on this by doing away with the bonus and reducing the price of the 3 dozen order to 22/6d.—that is at the rate of 7/6d. per dozen. The profit now becomes 7½d. on every bottle—costs 7½d., sells for 1/3d. The qualifications are the same—a 3 dozen order and a display of the goods. We think this deserves the co-operation of Pharmacists. ("CORNOL" cannot be sold by anyone else.)

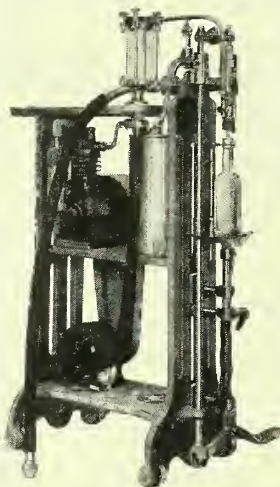
Big profits are necessary these days. "CORNOL" shows a big profit; it is easily the most attractively packed corn preparation and it is known far and wide, commands a ready sale, and remember you need take only 3 dozen at a time.

More next week and the following weeks about others of our beautifully packed preparations.



THOMPSON & CAPPER WHOLESALE LIMITED
MANESTY BUILDINGS, COLLEGE LANE,
LIVERPOOL

ROBERTS' PATENT "LEO" VACUUM FILLER



for Glass, Stone,
and Tin Bottles.
Fills all sizes from
drachm to quart—
long, short or
sprinkler neck.

Clean and Rapid
No Over Filling
Broken Bottles
Rejected
Easy to Clean
Self Rinsing

WRITE FOR
PARTICULARS

Roberts' Patent Filling Machine Co.

T. ROBERTS, Proprietor,

33 Roundcroft Street, Bolton, Lancashire

Makers of every description of Bottle Filling and Shallow
Jar and Tin Filling Machine for the Chemists' use.

ALL RIGHTS RESERVED

"ODENTIC" PLATE BRUSH

Regd. No. 417637.



From all
Wholesalers.

Manufacturers:

W. R. Speer & Son (EST. 100 YEARS)
215 DALSTON LANE - LONDON, E.8

This is the latest type of
**Invisible Window Dis-
play Stand**
No. S.F. 5415

Elegant Frameless Stand as
shown. Consisting of—

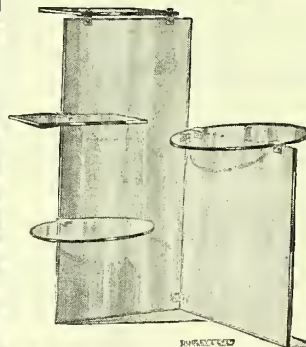
- 1 36 x 12 glass oblong
- 1 18 x 12 " "
- 1 12 x 9 oval " "
- 1 11 x 5 " "
- 2 10 x 4 " "

and all necessary
Chromium Plated Clips.

Complete for 22/6

Send for full particulars
and list C.D. 1500.

DUDLEY & CO., LTD.
451 Holloway Rd., London,
N.7



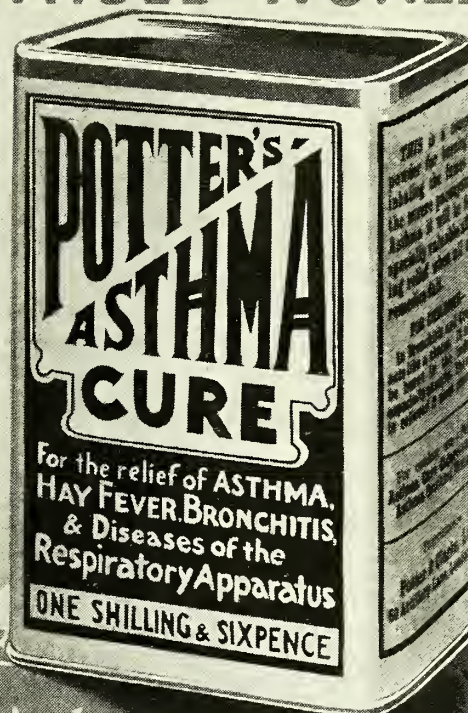
KNOWN THE WHOLE WORLD OVER

consistently advertised
in all the great
national newspapers
thus ensuring a
big demand

RETAIL 1/6 P.A.T.A.

WHOLESALE 14/- PER DOZ.

Packed in half-dozens



POTTER'S

Asthma Cure

POTTER & CLARKE LIMITED

Drug Merchants, Manufacturing Chemists

60-64 ARTILLERY LANE, LONDON, E.1

Telephone: Bishopsgate 4761 (5 lines)

Telegrams: "Horehound, Phone, London"

AND AT 77 DANTZIC STREET, MANCHESTER, 4

Telephone: Blackfriars 8734

Telegrams: "Horehound, Manchester"

PRECIPITATED CHALK

LIGHTEST—MEDIUM—DENSE.
And All Other Grades To Suit Every Purpose.
Prepared Chalk B.P. and Powdered Talc.

'Phone: Mansion House 7300. Tel. Add.: "Levermore, Phone, London."

A. LEVERMORE & CO. LTD. ABC Codes.
110 CANNON STREET, LONDON, E.C.4. 6th Edition.

"Yvonne"
ROUGE · LIPSTICK
LA · HBLAK FOR THE EYES
AND POWDER

Leading
6^D
Lines



BIGGEST SELLERS
Greatest Value & Quality
SOON TO BE
NATIONALLY ADVERTISED

Splendid Show Material available.
Write to-day for Samples and Prices.
W. J. YVONNE et Cie, Ltd., 8a Lord St., LIVERPOOL.
(Also London and Paris.)

GUMS

**TRAGACANTH
and ARABIC**
As Imported or Finely Powdered

WHITE SHELLAC

REDK. FINK & CO., 10 & 11 Mincing Lane, London, E.C.3
Telephone: ROYAL 5094

INCREASE YOUR DEVELOPING AND PRINTING SERVICE!

Make use of our really useful series of D. & P.
books, also our Printed Aids to Selling.

Interesting range of samples post free.

BURALL Bros. - Wisbech, Cambs.

SURPLUS PRODUCTION

We have for disposal a certain quantity per
week of finest quality MINT tablets, result
of over-production. Write for samples:—

Swizzels Ltd., Drivers Avenue, London, E.13

TUTORIAL PHARMACY

(Being the Second Edition of "Pharmacy: General and Official.")

By J. W. COOPER, Ph.C. This volume forms an exceptionally sound and
thorough course in Pharmacy to meet the requirements of the syllabus of
the Pharmaceutical Society's Qualifying Examinations. It helps the student
to gain an accurate knowledge of the examiner's requirements and makes
him keen to pursue his studies. 414 pp. 10/3 net.

Order from a Bookseller or from:—

PITMAN, PARKER STREET, KINGSWAY, LONDON, W.C.2

OPTICAL TUITION

FOR THE

S.M.C., B.O.A. and N.A.O. DIPLOMA Examinations

Particulars:—

C. A. SCURR, F.S.M.C., F.B.O.A., F.N.A.O., F.I.O., F.C.O., M.P.S.
50 HIGH STREET, BARNET, LONDON, N.



SHADEINE FOR TINTING GREY HAIR

This popular article is largely advertised
and stocked by all Wholesale Houses.
Trial size 8d. per doz. 6/-
1/4 size, per doz. 12/-
2/6 size, per doz. 24/-
3/9 size, per doz. 36/-

The SHADEINE Co., 58, Westbourne Grove, London, W.2

Louis de Luxe Products

ALL TOILET PREPARATIONS

PROPRIETORS:

Low, Son & Haydon, Limited

5 GT. QUEEN ST., LONDON, W.C.2 COURT
TELEPHONE: HOLBORN 6410 EST. 1790 PERFUMERS

"KLEEN" BLADES

6 for 6^D.

W. R. SWANN & CO.
LTD.

PENN WORKS, SHEFFIELD 6



SHEFFIELD'S SHARPEST

FITS ALL 3 PEG HOLDERS

STOCK CHLOROZONE

THE INTERNATIONAL INTERNAL DISINFECTANT
FOR ALL LIVE STOCK

"FROM ALL CHEMISTS" IS THE CHLOROZONE
SLOGAN, AND IS ADVERTISED IN THE LEADING
POULTRY & FARMERS' JOURNALS

From your Wholesaler or direct

PUTNAM'S DEPENDABLE SERVICE, Northam, Devon

DRAKE & DAHM (Translators) LTD.

ALL LANGUAGES ALL SUBJECTS
SCIENTIFIC AND TECHNICAL
A SPECIALITY

PHONE: CENTRAL 3989

36 & 37 UPPER THAMES STREET, LONDON, E.C.4

FREE and POST FREE NEW CO-RE-GA CARD

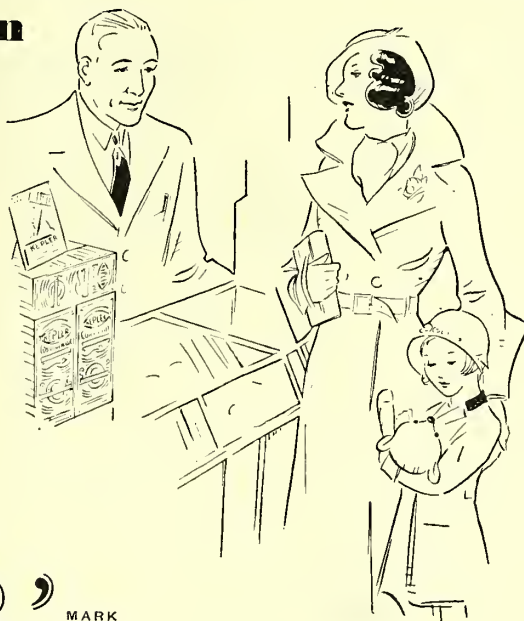
Display it and increase your sales

THOS. CHRISTY & Co., Ltd., Old Swan Lane, London, E.C.4

When your Opinion is Sought

Your reply has an important bearing upon the customer's future attitude.

Safeguard your goodwill by recommending



TRADE 'KEPLER' MARK

COD LIVER OIL WITH MALT EXTRACT

Presents a rich content of Vitamins A, B and D in their *natural media and association*.

Vitamin content confirmed by biological tests.

Delicious flavour appeals to both children and adults.

Easily assimilated. Highly nutritious.

London Prices
to the Trade

24/6 and 43/6 per doz.
(Subject)

Keep it well displayed

A Product which brings Repeat Sales



BURROUGHS WELLCOME & CO.
LONDON



Please Note

Change of Telephone
Number to
CENTRAL 4000

WINTER PASTILLES

IN BULK OR PACKED

Glycerine, Lemon and Honey
Glycerine Thymol Compound
Glycerine and Black Currant
Menthol and Eucalyptus
Iodized Throat
Cherry Cough
Antiseptic
Influenza
Catarrh

ALL OF THE FINEST QUALITY
Free Cartons, Show Jars and Displays
Samples on request of

WARRICK BROTHERS, LTD

The Reliable House with more than a Century's Experience

Nile Street, City Road, London, N.1

Telephone : Clerkenwell 2452 (two lines)

Telegrams : Warrickers, Nordo-London

THE CHEMIST AND DRUGGIST

A Weekly Journal of Pharmacy, the Drug, Chemical and Allied Trades

*The official organ of The Pharmaceutical Society of Ireland,
The Pharmaceutical Society of Northern Ireland,
The Chemists' and Druggists' Society of Ireland, and of
other Chemists' Societies in Overseas Dominions*

PUBLISHED AT

28 ESSEX STREET, STRAND, LONDON, W.C.2

Telegrams: "Chemicus, Estrand, London" Telephone: Central 6565 (8 lines)

BRANCH OFFICES

4 CANNON STREET, MANCHESTER (TEL.: BLACKFRIARS 3052)
19 WATERLOO STREET, GLASGOW (TEL.: CENTRAL 2329)
155 AVENUE DE WAGRAM, PARIS, XVII^e

54 FOSTER'S BUILDINGS, HIGH STREET, SHEFFIELD (TEL.: 224C3)
372 FLINDERS LANE, MELBOURNE, AUSTRALIA
(TEL.: ETOILE 19-79)

CONTENTS

VOL. 121. NO. 2849

SEPTEMBER 15, 1934

PAGE	PAGE	PAGE	PAGE
A Newquay Pharmacy 336	Deaths 329	Legal Reports 324	Pharmaceutical Society's Brunswick Square Scheme 334
As Seen in Holland ... 327	Distribution of Circul- lars 326	Marriages 329	Retention Fee 336
Association Meetings 323	Empire Pyrethrum ... 338	National Pharmaceuti- cal Union 322	Retrospect 344
Business Changes 331	Editorial Articles:—	New Companies and Company News 325	Scottish Notes 322
Coming Events 323	Black Sheep in White Coats 333	New Kind of Selling Agency 337	Topical Reflections ... 323
Commercial Notes ... 342	A Vigorous Indict- ment 333	News of the Week ... 321	Trade Marks 328
Correspondence:—	Information Depart- ment 331	New Zealand Tariff ... 326	Trade Notes 330
Letters 343	Irish Notes 322	Personalities 331	Trade Report 339
Legal Queries 344			Wills 329
Miscellaneous In- quiries 344			

News of the Week

Import Duties Advisory Committee Notice

The Import Duties Advisory Committee give notice that they have under consideration the question of the continuance, after the date of expiry of the Import Duties (Drawback) (No. 17) Order, 1933, of drawback under Section 9 of the Finance Act, 1932, in respect of linseed or linseed oil used in the manufacture of the various kinds of goods specified in the Order. Any representations which interested parties may desire to make in regard to this subject should be addressed in writing to the Secretary, Import Duties Advisory Committee, Caxton House (West Block), Tothill Street, Westminster, London, S.W.1, not later than October 8, 1934.

Germany's New Trade Restrictions

The temporary ban on imports of certain classes of raw materials into Germany instituted some six months ago is now followed by further restrictions. Details are not yet published, but the general terms of control are stated to be as follows:—

Some twenty-five separate controls are to be set up, each dealing with a particular class of commodity. These controls come into operation on September 24. From that date the new control offices will take over from the former foreign currency offices the task of issuing certificates to importers. The central control office is to be the final authority on the subject of whether certificates are to be issued or not. It is understood that two forms of currency certificates are to be issued:—

(a) Authorisation for immediate payment for the imported goods.

(b) A form of promissory note pledging payment at a later date.

It is reported that the number of certificates to be granted will be fixed from time to time and that preference will be given to the raw material requirements of manufacturers, and particularly those who make finished goods for export. The following are points of importance.

All imports of a declared value exceeding ten marks will be governed by the control. Although imports without control authorisation are not forbidden, firms who transact such business and make shipments to German importers are not likely to receive payment for same in any measurable space of time. Only German importers who hold currency certificates will be able to guarantee payment in foreign currency. It is suggested that, in due course, the control will establish a clearing house system, under which imports from the United Kingdom will only be permissible so far as they are balanced by German exports, and that this may be followed by the introduction of a scheme of "barter."

Pending the receipt of further details, firms with German trade connections would be well advised to secure payment for goods already shipped and to consider the desirability of withholding shipment of goods at present under contract unless the German importer can guarantee he is the holder of certificates issued by the control. It should be noted, in this connection, that certificates issued by the former German currency control office will lose their validity as from September 24.

Lighting Exhibition

An exhibition of modern lighting methods was held at the Lighting Service Bureau, 2 Savoy Hill, London, W.C.2, on September 10-15. The exhibition was of considerable practical interest to those concerned with lighting in all its aspects. A tour of the Bureau is always an

education in lighting matters, and on this occasion experts were in attendance to explain the latest developments in the various fields of electrical research.

The Confectioners' Exhibition

The thirty-eighth International Exhibition and Market of the Bakers, Confectioners and Allied Traders was held at the Royal Agricultural Hall, London, N., from September 8 to September 14, inclusive. The following had stands of interest to the drug trade:—BIRMINGHAM CHEMICAL CO., LTD. (flavouring essences and essential oils); BLACKWELL, HAYES & CO., LTD. (essences and food colours); BRITISH DIAMALT CO. (malt extracts); DUDLEY & CO., LTD. (showcases and advertising novelties); ENERGEN FOODS CO., LTD. (Energen bread); W. GARDNER & SONS (GLOUCESTER), LTD. (machinery); GENERAL ELECTRIC CO., LTD. (electrical equipment); GRANDEX CYCLE CO. (carrier cycles); A. D. HARRIS, LTD. (advertising tape); HOBART MANUFACTURING CO., LTD. (machinery); IMPERIAL SHOPFITTING CO. (shopfittings); J. C. KING, LTD. (showcases); NATIONAL CASH REGISTER CO., LTD. (cash registers); PERRY & HOPE, LTD. (essences and flavourings); E. POLLARD & CO., LTD. (display accessories); STANDARD YEAST CO., LTD. (yeast); H. THOMPSON & CO.'S IDOLICE SPECIALITIES, LTD. (essences, essential oils, etc.).

Miscellaneous

FORGED TREASURY NOTES IN CIRCULATION.—A warning has been issued stating that 10s. Treasury notes bearing the serial numbers M78, M96 and M69 are in circulation.

MEDICINE STAMP ACTS.—At Hanley Police Court, on September 6, Emma G. Boothby, Market Street, was fined £3, with £2 2s. costs, on summonses arising out of a sale of unstamped dutiable medicine.

IN THE COURTS.—At East Ham Police Court, on September 6, Faig A. M. Ameen, ship's steward, was sentenced to six months' hard labour for being in unauthorised possession of 375 gr. of cocaine.—At London Sessions, on September 7, Morris Beerman, George Logan and Leslie Leserow were sentenced to various terms of imprisonment for having obtained by fraud goods from Carnegie Brothers, Ltd., Johnson & Johnson (Great Britain), Ltd., and other wholesalers.

Irish Notes

Pharmaceutical Society of Northern Ireland

Nominations close at noon on Monday, September 17, for the annual election to the Council of the Pharmaceutical Society of Northern Ireland. The Council election, if any, takes place on Monday, October 1, and the result will be declared at the annual meeting of the Society that evening. The four retiring pharmacists are Messrs. S. S. Badger, J.P., H. Todd, J.P., G. W. P. McCann, and S. H. Forrest, and the retiring druggist is Mr. John F. Grimes, J.P. The representation of druggists on the Council is being reduced, and unless the Ministry of Home Affairs sanction the representation standing at the present figure, the vacancy caused by Mr. Grimes's retirement may not be filled. He will come forward again if the Ministry does not call for a reduction. Of the retiring candidates, Mr. Badger (an ex-president of the Society), Mr. Forrest and Mr. McCann are coming forward again. Mr. Todd, who was the first president of the Society, does not intend to offer himself for re-election.

Brevities

The Irish Chemists' Golfing Society, Kodak and Selo prizes will be played for on September 16, by kind permission of the committee of Greystones Golf Club. The first draw will be 11 a.m. This is the last outing of the season.

Mrs. Dillon-Barry, The Medical Hall, Loughrea, is among those who are taking part in the first pilgrimage to Lourdes by water. The party travelled in the liner "Orduna" from Dublin to Le Verdon, near Bordeaux, and then by train to Lourdes.

The Free State Emergency Imposition of Duties (No. 42) Order, 1934 (S.R. & O., 1934, No. 184), varies the import duties on "any woven tissue made wholly or partly of wool or worsted" and on "brushes, brooms, mops" and their component parts.

Speaking at a meeting of the Ulster Tourist Development Association in Bangor on September 5, Mr. Fred Storey, Ph.C., chairman of the Advertising Committee, said that the work the Association was doing for Ulster had not been fully appreciated by some of those who benefited most. There was not a penny spent by the Committee that was not carefully considered.

Belfast

Mr. S. D. McKinley, Ph.C., who recently disposed of his business in Irvinestown, co. Fermanagh, to Mr. James Thompson, Ph.C., has opened a new pharmacy at 72 Connsbrook Avenue, Belfast.

Mr. William Martin, Ph.C. (president of the Ulster Retail Drug Trade Association and vice-president of the Pharmaceutical Society of Northern Ireland), is at present undergoing treatment in a nursing home in Belfast.

The report of the city analyst of Belfast for the past quarter shows that 621 samples were examined, of which twenty-nine were found to be adulterated. Amongst the articles analysed were Glauber's salt, halibut-liver oil tablets, iodine, olive oil, vinegar, and cream of tartar. All these samples were found to be in order.

Scottish Notes

Brevities

It is reported from Glasgow that a new industry will probably be commenced, on the west coast of Kintyre, in which seaweed will be used as the basis of a transparent cellulose material.

At the British Association meeting in Aberdeen, in the Section of Anthropology, Dr. J. F. Tocher spoke on "The Services of Francis Galton and his School to Physical Anthropology and Eugenics."

At Elgin Sheriff Court, recently, Jack Routledge Dodd and Frank Leadbetter, travelling musicians, pleaded guilty to having stolen two bottles of glycerin and cucumber from the shop of Mr. Lewis Hutcheson, chemist and druggist, Beaulieu. A fine of £1 in each case, with the alternative of ten days' imprisonment, was imposed.

National Pharmaceutical Union

Draft Poisons List and Rules

THE following circular (U.L. 294) has been addressed to secretaries of branches by Mr. G. A. Mallinson, secretary of the Union:—"With reference to the Draft Poisons Regulations and Schedules issued by the Poisons Board, it is very desirable that each branch should examine these Regulations very carefully and give the N.P.U. Executive the benefit of any criticisms or comments in order that at a later stage such criticisms and comments may be formulated into definite representations which can be laid officially before the Poisons Board.

"The N.P.U. Conference of Representatives which will be held in October will be a very suitable opportunity for focusing the opinions of retail chemists on these Regulations. In the meantime, however, branches should consider the Regulations and adopt resolutions expressing their views, which resolutions should be sent privately to the N.P.U.

"It is very desirable that these branch resolutions should not be published in the trade Press at this stage. It makes no difference whether the resolutions are complimentary or derogatory."

Association Meetings

Belfast.—The monthly meeting of the Executive Committee of the Ulster Retail Drug Trade Association was held in Belfast on September 4, Mr. James Dundee (vice-president) in the chair. Mr. Culbert proposed a vote of sympathy with the relatives of the late Professor Earls (principal, Belfast Municipal College of Technology), who was very highly esteemed by all with whom he had come into contact. Mr. Hardy, in associating himself with Mr. Culbert's remarks, paid tribute to the great services to education rendered by Professor Earls and the loss sustained. A silent vote of sympathy having been passed in appropriate manner, the secretary was instructed to convey the sympathy and condolences of the Committee to Mrs. Earls. The secretary reported that the president (Mr. W. Martin) and past-president (Mr. S. J. Hudson) were prevented by illness from attending the meeting, and was directed to convey to these gentlemen the earnest and sincere hope of the Committee that both would have a speedy and satisfactory recovery. A letter from the Secretary of the Pharmaceutical Society of Northern Ireland was read intimating that the Regulation introducing the indentureship of apprentices had been rescinded. General satisfaction was expressed. A sub-committee comprising Messrs. Hardy, Dundee, McGregor, Adams and Culbert, together with the *ex-officio* members, was appointed to inquire into the rules of the Association and report on any additions or alterations which may be deemed advisable.

Blackpool.—At a recent meeting of the Blackpool and Fylde Branch of the Photographic Dealers' Association the following resolution was passed:—"This Branch

views with alarm the ever-increasing amount of film which is being sold by irregular traders, and in view of the appalling conditions which prevail, this, the Blackpool Branch of the P.D.A., feel that they can no longer accord the support which is expected of them to those firms which allow such conditions to exist, by refusing to code their films. Further, that if the present conditions are allowed to continue, the result will be not to improve the photographic trade, but will cheapen it to such an extent that it will become a non-productive sideline." The Branch have also forwarded protests to the Blackpool Chamber of Trade against the number of itinerant photographers and "Walkie Snap" operators in the town.

Coming Events

This section is reserved for advance notices of meetings or other events. These should be received by Wednesday of the week before the meetings, etc. occur.

Wednesday, September 19

National Pharmaceutical Union, Sheffield Branch, Church House, at 8.30 p.m. Meeting.

London College of Pharmacy, 361 Clapham Road, London, S.W.9. At Home and Garden Party. Also on Thursday, September 20.

CHEMISTS' EXHIBITION.—The Chemists' Exhibition will be held at the New Hall of the Royal Horticultural Society, Greycoat Street, London, S.W.1, on September 24-28 inclusive.

HAIRDRESSING EXHIBITION. The Hairdressing Fair will be held at Olympia on September 25-October 4 inclusive.

Topical Reflections

By Xrayser

The Extracts

from the eighteenth report of the Committee of the Privy Council for Scientific and Industrial Research (p. 280) show that industry is at the present time contributing annually £170,000, and the State £65,000, towards the support of nineteen research associations, which cover a field of manufacturing industries providing about 50 per cent. of the total exports of the country. The types of research included appear to be divided between those of purely scientific interest, such as the determination and rectification of standards, and those that have a more practical bearing on certain trades. In the drug trade it is well known that the greater part of the work of research is done in the research laboratories of certain manufacturing houses. Examples of this are to the fore every year in papers read at the British Pharmaceutical Conference. That these laboratories are carried on at considerable expense, and with no immediate prospect of any financial return for the work of the special staff employed, is also known, though only to the few. It will be a sad day for British pharmacy if, owing to reduced returns and lower profits, it becomes impossible to keep up research laboratories to the present level. The matter is a serious one. Cutting in drug prices is rife to-day, principally by firms who merchandise drugs as they do other articles; and one result of this may be that what are known as the "reputable" houses may cease to interest themselves in the manufacture and sale of drugs and galenicals.

It Is Refreshing

to turn sometimes from the rush and hurry of modern life to the work of the scientists and philosophers, especially when men are found who combine both science and philosophy in their work and teaching (*C. & D.*, September 8, p. 312). The scientist is rarely the philosopher, the philosopher still more rarely the

scientist: it is all the more noticeable, therefore, when such a one as Sir James Jeans swims into our ken. Science has to do with facts, with measurements and weights, with seeing, touching, tasting; philosophy has to do with ideas, concepts, laws, principles. Science is always changing its outlook; in most sciences the text-books of ten years ago can be bought on the bookstalls at a few pence each. Any day a new discovery may play havoc with the scientist's carefully thought out conclusions; the centuries are strewn with the remains of exploded scientific theories. Philosophy, on the other hand, is of no particular epoch. Emerson wrote: "Out of Plato come all things that are still written and debated among men of thought."

A Strong Indictment

of the policy of the Council of the Pharmaceutical Society in its action against certain examined men, whose names were removed from the Register because they had not paid the retention fee, is made in your editorial article on p. 311. It is not a whit too strong. I should have thought that the Council would have used its strength in a gentler fashion. Although but eight months have elapsed since compulsory registration came into force, methods savouring of the police or county court are already being adopted. The matter is also dealt with by two of your contributors (pp. 306, 307), both of whom draw attention to that section of the new Act, Section 1 (3), which gives power to the Council to exempt any class of members from liability to pay any retention fee. "Country Chemist" rightly draws attention to the breach of contract involved, a contract certainly implied if not expressed. The dictators of Bloomsbury Square have ridden roughshod over the feelings of a large number of one-time chemists, with results that cannot be estimated. They have driven a wedge into pharmacy which may yet split it from top to bottom. It is to be hoped that saner ideas may yet penetrate the minds of those in power.

Legal Reports

Dangerous Drugs Acts.—At Norwich Police Court, on September 8, Edna Case (29), Girton Road, was charged with having obtained 5ss. of cocaine hydrochloride by forging a signature; with stealing from Dr. J. Bannerman, her employer, 5ij. of cocaine hydrochloride and twelve tubes of tablets of diamorphine hydrochloride; with obtaining from Mr. W. J. Lacey, chemist and druggist, 5ij. of cocaine hydrochloride by false pretences. Evidence for the prosecution was given by Mr. T. H. Babington, chemist and druggist, manager of a local branch of Boots, Ltd.; Mr. H. J. Simmonds, assistant at the same branch; Mr. S. Chipperfield, Miss G. Howlett and Mr. E. Kedge, all in the employ of Smith & Sons, wholesale druggists; Mr. Lacey; and Dr. Bannerman. The last-named witness deposed that the signature in the poisons register produced was not his, and agreed that he ran a serious risk in signing blank forms on which his dispenser could obtain "dangerous" drugs. The accused was committed for trial.

Pharmacy Act (Ireland), 1875.—At Castleblaney, co. Monaghan, on September 4, before District Justice Goff, four prosecutions brought by the Pharmaceutical Society of Ireland against Mr. Robert Spence, R.D., Castleblaney, were heard. On the first summons the defendant was charged with having on May 2, not being a person legally qualified for the purpose, kept open shop for the retailing and dispensing of medical prescriptions, contrary to Section 30 of the Pharmacy (Ireland) Act, 1875. He was prosecuted with having sold poison, to wit aconite, on the same date, in a preparation known as A.B.C. liniment, the vessel or bottle containing such not being distinctly labelled "Poison." Further summonses were brought in connection with the sale of this poison for selling to a person unknown to the defendant, and with failing to make a proper entry of the sale in a book kept for the purpose. Mr. John J. Gaynor, solicitor, prosecuted for the Pharmaceutical Society, and Captain Gillespie, solicitor, appeared for the defendant. On his client's behalf Captain Gillespie pleaded "Guilty" to all the summonses brought. He explained that Mr. Spence had instructed him to form a company. Mr. Spence was anxious to comply with everything that the Society directs. On the first summons the justice imposed a fine of £5, with 21s. costs. On the second summons a fine of 10s., with 21s. costs, was imposed. On the third summons a fine of £1, with 21s. costs, was imposed. A similar fine, with 21s. costs, was imposed in the fourth summons. The justice said he considered the last offence (not making a proper entry of the sale) a serious one, because it might hamper the Civic Guard authorities in their investigations. The fines and costs totalled £11 14s.

Ephedrine a Part I Poison.—In the Dublin District Court, on September 10, before District Justice Hannon, the Pharmaceutical Society of Ireland brought eight summonses against Donald Joseph Delancy, trading as Atmos & Silbe, 77 Merrion Square, Dublin, for having on April 26 sold ephedrine, a poisonous alkaloid, contained in a preparation or compound known as Atmos Silbe tablets to Mrs. Gertrude Rutland, a person unknown to him, and not introduced to him. There were also summonses for selling in a container not labelled "Poison," for failing to make the required entry in a book kept for the purpose, and for selling the poison not being a person qualified in that behalf. In respect of a similar sale to James Wedick on May 3 four summonses on the same grounds were brought. Mr. John J. Gaynor, solicitor, prosecuted on behalf of the Pharmaceutical Society, and Mr. W. G. Bradley defended.

CASE FOR THE PROSECUTION

Opening the case for the Society, Mr. Gaynor said the defendants carried on business at 77 Merrion Square, and advertised themselves as having a remedy for asthma. The tablets sold contained $\frac{1}{2}$ gr. each of ephedrine, which medical evidence would show was a poison. These people were unqualified.

Mrs. Gertrude Rutland, an inspector of the Society, gave evidence of purchase. Cross-examined by Mr. Bradley, witness denied that she gave the name of McCabe, or that Mr. White, who supplied her, said she could get the tablets at any chemist's. There was no shop or counter in the place. Mr. James Wedick proved the sale on May 3.

Miss Phyllis Ryan, M.Sc., public analyst, stated in evidence that she analysed the tablets and found that each contained $\frac{1}{2}$ gr. of ephedrine. There were twenty tablets in the large box and twelve in the smaller one. Ephedrine was a vegetable alkaloid, but she could not say if it was a poison.

Mr. Edward J. Conway, D.Sc., M.B., Professor of Pharmacology and Biochemistry in the National University, giving evidence, said that in his opinion ephedrine was a poisonous vegetable alkaloid. Taken in large doses it caused anæmia of the central nervous system, causing paralysis of the respiratory system. Death followed as a rule if there was paralysis of the respiratory system. These results were worked out from experiments on animals. Ephedrine exerted a toxic action even taken in small doses. In his opinion it was a poisonous alkaloid and came under Part I. The maximum B.P. dose of the hydrochloride was $1\frac{1}{2}$ gr. Mr. Bradley: This is the first case in which it is suggested ephedrine is a poison. If you go into any chemist's shop in Dublin you can buy ephedrine tablets. Isn't that so?—Yes, that is so. If you go into Hayes, Conyngham & Robinson's in Grafton Street you can buy these pure ephedrine tablets put up by Burroughs Wellcome & Co., and they are not marked "Poison." They are pure ephedrine and therefore the contents are very much more harmful than one of the Atmos Silbe tablets?—That is so. Mr. Bradley produced samples of similar preparations, all of which the witness admitted contained ephedrine and were not labelled "Poison." Mr. Bradley: I, or any member of the public, can walk into a chemist's shop and buy any quantity we like of these things. The qualified chemists are ignorant of the fact that ephedrine is a Part I poison, otherwise I should be required to sign a book. Dr. Conway: I can give the opinion of leading authorities that it is a poisonous vegetable alkaloid. Mr. Hannon: What Mr. Bradley means is that it is not generally recognised as a poison except by a limited class. Dr. Conway: Those trained in the subject. Mr. Bradley: Burroughs Wellcome are people of high repute in the pharmaceutical world. Do you suggest that a firm of their reputation would deliberately sell to the public this poisonous vegetable alkaloid without marking it "Poison," and without chemists having an entry made in their books?—I am only trying to suggest that there are other people of different opinions.

Dr. Alexander McKay stated that he was examiner in pharmacy to the Pharmaceutical Society. As a practising physician he had experience of the use of ephedrine. It gave poisonous symptoms. Even given in less than the usual dose it had toxic effects. In his opinion it was a poisonous alkaloid and classed in the same category as strychnine. Prescribed for asthma it should only be given in chosen cases, and not in every type of asthma. To give it in cardiac or kidney asthma, as distinct from bronchial asthma, would be harmful. Mr. Bradley: Am I correct in saying that I, or anyone, can go into a chemist's and buy a bottle of ephedrine tablets?—Yes. Are you aware that they are sold by every chemist and that they are not marked "Poison"?—I am.

Mr. James J. Kerr, registrar of the Pharmaceutical Society, gave evidence to the effect that the defendant was not a qualified medical man, a pharmaceutical chemist or druggist. Cross-examined, Mr. Kerr said this was the first prosecution in the Free State against anyone for selling ephedrine. Mr. Bradley: You know every chemist sells it?—I don't know they sell it contrary to the provisions of the Pharmacy Act. This is the first complaint I have had. You may take it from me every

chemist sells ephedrine?—I would be very glad to get the names. Will you prosecute them?—I do not prosecute. That is for the Council of the Society. Do you know these people only supply these tablets wholesale?—My information is that they sell direct to people. Do you know Burroughs & Wellcome?—We deal with retailers. If they are wholesalers that is a different question. Mr. Bradley: My instructions are that this is a wholesale firm.

CASE FOR THE DEFENCE

Mr. Denis White, examined for the defence, stated that he was an assistant in Mr. Delancy's employment. The business was carried on for four and a half years. Their sole business was the distribution of these tablets and apparatus for treatment. When the two inspectors from the Society called they said they could not get the tablets, and he thought he was doing somebody good by supplying them. Their business was wholesale, and he acted against instructions in making both sales. The tablets could be purchased through any chemist in the Free State. Witness purchased ephedrine tablets in a chemist's in Grafton Street, and he had not to sign any book, nor was there any suggestion that the tablets were poison. He did not think he was making the sales to Mrs. Rutland, or Mr. Wedick, against the law, but against instructions. Witness had no qualifications and did not know what was in the tablets. The name ephedrine meant nothing to him. He had refused to sell the tablets to people and referred them to chemists. That was since and before the sales in question.

Mr. Bradley, addressing the justice, said if he held ephedrine was a poison they unwittingly committed an offence, but they were only one of many. Mr. White purchased ephedrine tablets in a well-known Grafton Street house. They could be purchased in Dublin and elsewhere readily because they were not generally known to the public as a poison. This was the first prosecution, though ephedrine was 5,000 years old. Citing the case of the Pharmaceutical Society v. Delves (1893), Mr. Bradley suggested this differed very slightly.

JUDGMENT

Mr. Hannon said that on the evidence of Professor Conway he must hold that ephedrine was a poisonous vegetable alkaloid, and therefore held the charges proved. Mr. Bradley: If you are going to convict, will you take into account that this is the first occasion on which a prosecution was brought? Your worship's decision means that it must go out at once to every chemist in Dublin that they mustn't sell it without having the container marked "Poison," and an entry made. Mr. Gaynor: The danger in this case is that the sale was by an unqualified person. The danger of the sale of poisons by unqualified persons is much greater than the sale by qualified persons. On the official list of poisons, and in THE CHEMIST AND DRUGGIST Retail and Dispensing Price List, it is given as a Part I Poison. Mr. Bradley: My chemist never heard of ephedrine as a poison. Mr. Gaynor said it was not a fair assumption that because Dr. McKay or Professor Conway could buy ephedrine from chemists any person could purchase it. There was carelessness in the sale of these things, and the Pharmaceutical Society had to take action. Mr. Bradley then had himself sworn, and gave evidence of having purchased ephedrine tablets, ephregel, endrine and other preparations without any entry being made, or the articles labelled "Poison." He bought them from a well-known chemist to whom he himself was well known.

Mr. Hannon said so long as the defendant confined himself to the wholesale business, and labelled the containers "Poison," he was entitled to sell as a wholesaler although unqualified. He would apply the Probation Act, the defendant to pay the costs of the prosecution with the witnesses' expenses. He allowed £6 6s. costs, £9 9s. for the professional witnesses and £1 1s. for the Society's inspectors, £16 16s. in all. When informed that the defendant was absent on business in Berlin, the justice formally adjourned the case for a week to allow time for the money to be paid.

New Companies and Company News

P.C. means Private Company and R.O. Registered Office

MORRIS & FORNDRAN, LTD. (P.C.).—Capital £1,000. Objects: To acquire the business of manufacturers of toilet and fancy goods heretofore carried on at 13B Northport Street, N.I., as "Morris & Forndran."

HILAREEN PERFUMERY CO., LTD. (P.C.).—Capital £1,000. Objects: To acquire the business of a perfumery manufacturer lately carried on by Joseph Sutton at 363A Bury New Road, Higher Broughton, as "Hilareen Perfumery Co."

T. S. INGHAM, LTD. (P.C.).—Capital £700. Objects: To acquire from Inghams Colonial Products Co. the recipes and full information as to the process of manufacturing and the right to manufacture and deal in a certain medicinal preparation known as "Vineulin" registered tablets for diabetes, etc. Solicitors: Saml. Price, Sons & Robertson, 3 Bond Court, Walbrook, E.C.4.

J. C. ENO, LTD.—It is reported that the control of this company and its associated companies has been acquired by the London & Yorkshire Trust, Ltd.

GENATOSAN, LTD.—The directors announce final dividend of 20 per cent. on the ordinary shares, making 35 per cent. for the financial year ended June 30, 1934.

MONSANTO CHEMICAL WORKS, LTD.—The company have transferred their assets to a new company, MONSANTO CHEMICALS, LTD. This company is making a public issue of 400,000 5½ per cent. redeemable cumulative preference shares of £1 each at 20s. 6d. per share. The subscription list will open on Friday, September 14, 1934. The company was originally founded in 1867 and has become one of the leading concerns in the industry, manufacturing a range of important pharmaceutical products, which include pure phenol, aspirin, salicylates, phenacetin, vanillin, saccharin and a group of rubber accelerators. The profits of the business being acquired, after charging all working expenses, management remuneration and depreciation, but not including income tax, for 1931, was £31,449; in 1932, £90,073; in 1933, £104,573, and for the period January-June 1934, the profit was £61,994. One of the most important results of the increase in capital will be the availability of £200,000 for further developments in this country. Schemes for the extension of manufactures are at present in hand, and further plans will be given early consideration. The board of directors and the staff who have been successful in developing the business in the past will continue in the same capacity. Bankers: National Provincial Bank, Ltd., from whose branches prospectus and application forms may be obtained. Registered office of the company: Victoria Station House, Victoria Street, S.W.1.

Private Arrangement

John P. Evans, 119 High Street, Deal, chemist and druggist. A meeting of creditors of the above was held recently at the offices of Mr. P. S. Booth, Kimberley House, E.C., when a statement of affairs was submitted which disclosed liabilities of £326 13s. 4d., of which £286 18s. 10d. was due to the trade, and the bank were creditors for £39 14s. 6d. In addition there were fully secured creditors for £805 19s. 2d., and they held security valued at a like amount. The assets were estimated to produce £101 10s., from which had to be deducted £38 19s. 7d. for preferential claims, leaving net assets of £62 10s. 5d., or a deficiency of £264 2s. 11d. Recently several creditors had pressed and one creditor had levied execution, and in order to protect the assets the debtor had executed a deed of assignment in favour of Mr. Booth as trustee. As no offer was submitted the creditors passed a resolution confirming the deed of assignment already executed and appointed a committee of inspection.

New Zealand Tariff

Increased Preference on British Chemicals

AT an interview this week at the office of the High Commissioner for New Zealand in London, we obtained confirmation of a report received from our Auckland correspondent that the New Zealand Government are in course of giving further effect to the Ottawa Agreements, instituted for the purpose of fostering inter-Empire trade.

Already, out of a total of 449 items in the New Zealand Customs schedule some 105 have been amended. Generally these revisions provide for an increased preference on British manufactured goods and the retention of the former rates of duty on foreign goods. In some instances British goods become free imports. Most of the new preference rates are already in force and others are due to operate on and from November 1 next. We are advised, however, that further amendments may be made. The High Commissioner's office in London received cabled advice at the end of August of such additional alterations. For this reason it is advisable that, where firms desire to ascertain the latest information as to the rate of duty now operating on British goods, they should communicate with the High Commissioner's office in London, 415 Strand, W.C.2.

The following is a list of the alterations on goods of interest to the chemical trade as at present notified to London, the preference rates given first, followed by the rates on foreign goods:—

PERFUMED SPIRITS.—70s. per gallon, or 25 per cent. *ad valorem*, whichever is the higher; foreign, 90s. per gallon, or 50 per cent. *ad valorem*, whichever is the higher.

LOCAL ANÆSTHETICS, REFINED CREOSOTE, CAMPHOR, CREOSOL, GUAIACOL, MENTHOL, MERCUROCHROME, NAPHTHOLS, RESORCIN, THYMOL, THYMOL IODIDE.—Free import; foreign, 20 per cent. *ad valorem*.

PREPARATIONS MADE FROM LIVER, PANCREAS, PITUITARY GLAND OR THYROID GLAND, INCLUDING INSULIN SUBSTITUTES.—Free import; foreign, 20 per cent. *ad valorem*.

VITAMINS AND VITAMIN CONCENTRATES.—Free import; foreign, 20 per cent. *ad valorem*.

DRUGGISTS' SUNDRIES.—The preference rate remains at 20 per cent. and foreign at 45 per cent. *ad valorem*, except **MEDICINAL PREPARATIONS** packed in hermetically sealed glass vessels not exceeding $\frac{1}{4}$ fluid ounce, which become free imports with foreign charged 20 per cent. *ad valorem*.

SODA CRYSTALS.—Free import; foreign, 3s. per cwt.

SURGEONS', PHYSICIANS', DENTISTS' AND OPTICIANS' MATERIALS, viz.: appliances for wear (medicated), both British and foreign, become free imports.

MEDICATED REMEDIAL PLASTERS.—Free import; foreign, 20 per cent. *ad valorem*.

DENTISTS' OPERATION CHAIRS AND SPITTOONS (self-flushing type).—Free import; foreign, 20 per cent. *ad valorem*.

BOTTLES of certain classes of over one fluid ounce capacity.—20 per cent.; foreign, 50 per cent. *ad valorem*.

TOILET PREPARATIONS AND PERFUMERY, n.e.i.—25 per cent.; foreign, 55 per cent. *ad valorem*. These rates of duty do not come into operation until November 1, 1934.

MEDICINAL PREPARATIONS containing more than 50 per cent. proof spirit.—9d. per lb.; foreign, 2s. per lb.

NAPHTHALENE, crude or refined.—Free import; foreign, 30 per cent. *ad valorem*.

LINSEED OIL, refined.—Free import; foreign, 6d. per gallon. These rates of duty do not come into operation until November 1, 1934.

MINERAL OIL specially suited for medicinal purposes as may be approved.—British and foreign become free imports.

FISH LIVER OILS in containers of less than one gallon.—Free import; foreign, 20 per cent. *ad valorem*.

Distribution of Circulars

THE practice of advertising by circulars is on the increase and there is no doubt about the economy of this system when the goods are suitable. Judged on sales influenced compared with the cost of the method, the system of house to house distribution of circulars has been proved to be a better way than by halfpenny post, but—and it is essential to consider this but—the old style of circular distribution is not good enough, if the campaign is to be a good investment. The modern method of distribution is good. The firms who can and will deal easily with a distribution of fifty thousand circulars a day have the business developed to such a degree that they can promise something approaching a hundred per cent. delivery in the type of house to which the circular is suited. Firms will guarantee that when they deliver circulars by their house to house method over an agreed area, every house will receive one, that no house will be omitted (only in very exceptional circumstances which will be reported), and that no circulars will be delivered to empty houses or shops unless specially requested. The guarantee goes even further and, unless specially requested, no house will receive more than one circular except when it is sub-divided into flats each having separate letter boxes. More can hardly be asked from the postman. It costs about half as much to distribute circulars by this modern house to house system as it does to use the post. The actual cost depends on several circumstances. It depends on the weight and size of the letter or circular or sample to be delivered. Obviously, this makes a great difference to the speed at which the delivery can be undertaken. While some circulars might be easy to insert in the letter box, others might be awkward. Hence the cost varies on this account. Then there is the question of the type of house in the district. Where the houses are in closely built streets it might be easy to deliver; but it would be less speedy and convenient if the houses happened to be of the type where a long distance came between the street and the letter box. Here, again, the additional time taken means an addition to the cost. But, as a general rate, £1 per thousand is the average cost.

How it is Done

The men who put circulars in letter boxes are well dressed and, if desired, the advertiser can have his name on the peak of their caps while distributing; and on their armbands as well. But they are of smart appearance in any case. The system of working is for a team to consist of four men and a supervisor. Under no circumstances is a distributor allowed to work outside the range of the supervisor's eye. Two men are on each side of the road to be dealt with; and the supervisor is in the middle of the road carrying the necessary supplies of the circulars. At the start of the road each distributor is given a certain number of circulars. The supervisor has a list of the roads to be circularised and he has also an exact record of the number of houses in that road into which circulars have to go. Much attention is paid to this matter of knowing how many houses there are in the roads as this is the main check for the accurate distribution of the circulars. When the team of four men get to the end of the road, they have to report to the supervisor how many they have delivered and he is then able to tell whether the correct number have been dealt with. From the middle of the road he is kept busy watching that the men put one circular into each letter box. By comparison between the number of circulars the men had handed to them, and what are left over at the end of the street, it is possible to discover whether the number distributed has been enough to allow of one in each house, and no more. To check carelessness, inspectors are working independently of the distribution team. They know where the circulars ought to be placed and they call at any house in the district and ask if circulars have been received and how many. Great discretion has to be used in this work, but the inspectors are well paid and men of long reputation. When they discover any leakage they see to it that whoever is responsible has to answer for it.—E. S. (3/84).



PHARMACEUTICAL visitors to Holland, either on business or on pleasure, will find much to interest them besides the picturesque scenery and the peaceful serenity of the country. The indomitable courage of the inhabitants in their continual fight with the sea, and their industry and business acumen generally, have made of this small country a prosperous nation, possessing industries of world-wide repute.

Amsterdam is the hub of the quinine market of the world. Caffeine, theobromine and their salts are manufactured at Katwijk, and there are several other important pharmaceutical industries located throughout Holland. One finds on travelling from town to town that British and American medicinal specialties are in popular demand, and well-known wholesale distributors, such as Firma B. Meindersma, of The Hague, and Brocades & Stheeman, of Meppel, do a very considerable business in most of the best-known lines.

The Manufacture of Essences

At Zaandam, a little town about half an hour's journey from Amsterdam, a pharmacist will receive a ready welcome at the essence factory of Polak & Schwarz, Ltd. Incidentally, he will discover many things there which may interest and perhaps surprise him. First of all the modern architectural characteristics of the new section of

perfect hygienic conditions in accordance with modern ideas. The Dutch proverbially are a clean and orderly race, and this is abundantly evident in a walk through the new factory.



Corner of Packing Department



Part of a Stockroom

the business premises will attract him. These were opened in 1930, and the predominant features are the excellent lighting (there are 5,300 panes of glass) and the

The business (we gathered on a recent visit) was established at Zutphen nearly fifty years ago in a very modest way by the late Mr. Leopold Schwarz. Success came to the venture, and in 1896 the first small factory was opened at Zaandam. This in due course has expanded to the imposing works of the present day. In 1912 it was found necessary to establish another factory at Bois Colombes in France, and yet another branch was opened at Nymegen in 1917. The last-named factory was established in order to meet the increasing demand for synthetics, and this branch of the business grew to such an extent that four years later a larger factory was opened at Hilversum, absorbing the Nymegen plant.

Modern Improvements

The Zaandam factory, as already shown, was the older building, but the modern additions have brought it up to date. The administrative staffs are housed there, and the plant is devoted more to the manufacture of natural products and the compounding of floral ottos and fancy compositions. Included in this plant are a boiler with an 80-ft. shaft, hydraulic presses for compressing fruits (the pressure being up to 250 atmospheres), machinery for mixing and macerating, a combination of stills for fruit essences and essential oils, vacuum pumps, and a special installation for the making of pure fruit extracts.

The new building was found necessary also in order to provide especially for the packing and storage of raw materials and for dispatch purposes. It occupies an area of 3,500 square metres, and owing to the nature of the ground 700 piles were needed to carry the building. A walk round gives one some idea of the extent and world-wide character of the business. One has only to inspect the storage rooms (one of which is shown in an illustration). This particular room contains a row of twelve 1,000-litre stone jars (made in Staffordshire) and hundreds of barrels of all kinds of fruit essences, fruit extracts, essential oils and aromatic chemicals. The visitor will realise from this that there must be considerable output, and this realisation is complete when one comes to the packing and dispatch departments. The dispatch is conveniently placed in the centre of the building, and there are to be seen packing cases on the point of departure (as their marks show) to Sumatra, Bombay, Hong Kong, Shanghai, Durban, Santos, Singapore, Gothenburg and many other divergent parts of the world. Small packages are also prepared for sending out by air mail.

The administrative offices located at Zaandam are symptomatic of Dutch offices in general. They are handsomely furnished and the walls are tastefully decorated,

while palms and flowers are to be found everywhere. In the reception room there is an artistic design above the window of a distilling apparatus with fruits and flowers, and in another part of the building there is a special tile picture showing the factory as it was in 1914. This was presented to the directors by the staff on the twenty-fifth anniversary of the establishment of the business. All the administrative offices are run on the most up-to-date lines, and are fitted with the latest efficiency aids. In this part of the premises Mr. Samuel Schwarz, the managing director, has a private laboratory for trying out new products, while in various parts of the building there are two or three other laboratories for research, blending and testing. Meticulous care in preparation and perfect analytical control are in evidence everywhere.

As already stated, the new factory at Hilversum is constructed on the most modern lines. There the production of synthetic perfumery and specialties for toilet preparations is carried out. The head of the organisation, Mr. Samuel Schwarz, is a frequent visitor to this country, where his headquarters are at Wimborne House, 155 New North Road, London, N.1. He has an able coadjutor in Mr. Adolf Schwarz, and propaganda is carefully looked after by Mr. J. Ph. C. Wessing, who acted as our guide, philosopher and friend on the occasion of our visit.

Trade-Mark Applications

The figures in parentheses refer to the classes in which the marks are grouped. A list of classes and particulars as to registration are given in "The Chemist and Druggist Diary," 1934, p. 304.

(From "The Trade Marks Journal," August 22, 1934.)

- "PARENAMPS"; for medicinal chemicals (3). By Paines & Byrne, Ltd., Bilton Road, Perivale, Middlesex. 552,799.
- "DELVEZE"; for medical and surgical cotton bandages (11). By A. K. Dyson & Co., Ltd., 88-90 George Street, Manchester. 552,428.
- "TOPASOL" and "TOTALINE"; for photographic paper, etc. (39). By Ozalid Co., Ltd., 1 Central Buildings, London, S.W.1. 552,011/012.
- "PLIMSOLINE"; for perfumed soaps, solid, powder or liquid (48). By S. G. Cooper, 10 Finchley Avenue, London, N.3. 552,125.
- "VICTOLINE"; for soap (47) and for perfumery, etc. (48). By The United Turkey Red Co., Ltd., 46 West George Street, Glasgow, C.2. 551,138/139. (Associated.)
- "CUDODEX"; for perfumery, etc. (48). By W. J. Bush & Co., Ltd., 28 Ash Grove, Hackney, London, E.8. 550,940. (Associated.)
- "BRYLCO"; for preparations for the hair and skin (48). By The County Chemical Co., Ltd., Bradford Street, Birmingham, 5. 551,621. (Associated.)
- "SCINTILLA"; for toilet articles (48). By Yardley & Co., Ltd., 105 Carpenter's Road, Stratford, London, E.15. 551,216.
- "ATKEM"; for all goods (48). By ATKEM, Ltd., 67 Church Street, Leigh, Lancs. 552,322. (Associated.)

(From "The Trade Marks Journal," August 29, 1934.)

- "PINOSIN"; for chemicals (1). By British Dyestuffs Corporation, Ltd., Millbank, London, S.W.1. 552,080.
- "FERTILOL"; for oil of wheat germ for veterinary purposes (2). By Vitamins, Ltd., 23 Upper Mall, Hammersmith, W.6. 550,428. (Associated.)
- "REVITALIX"; for animal medicines (2). By Kate Howard, 8 Whiting Street, Bury St. Edmund's. 552,156.
- "RISOLO"; for a medicated preparation (3). By W. J. Townsend, Horns Cross, London Road, Greenhithe. 547,309.
- "ARANTIL" and "LUTREN"; for medicinal chemicals (3). By Bayer Products, Ltd., 31-34 Basinghall Street, London, E.C.2. 549,260; 552,673.
- "F. R. STUART HEADACHE TABLETS" with design of swan on oblong shape; for headache tablets (3). By F. R. Stuart, Warren House, Blundellsands Road West, Blundellsands 23, Nr. Liverpool. 546,457.
- "NORMOTYRIN"; for preparations on anti-thyroid glandular extracts (3). By Sächsisches Serumwerk A.G., 40 Zirkusstrasse, Dresden-A.1. 550,728.

"BEECHAM'S LUNG SYRUP" surrounded by words "Beecham's, St. Helens, Lancashire," on oval design; for lung syrup (3). By Beechams Pills, Ltd., Westfield Street, St. Helens, Lancs. 548,079. (Associated.)

"NOVAMINE"; for medicinal chemicals containing amines, excluding bath tablets and the like (3). By I. McKenzie Fraser, 18 Eldon Street, London, E.C.2. 551,355.

"LAROSTIDIN"; for medicinal chemicals (3). By The Hoffmann-La Roche Chemical Works, Ltd., 51 Bowes Road, Palmer's Green, London, N.13. 551,994. (Associated.)

"MYCOCTEN"; for medicinal chemicals (3). By A. J. H. Kongsted, 19 Bronshøjvej, Copenhagen. 552,130.

"ADAPTOPLAST"; for medicinal chemicals (3). By Cuxson, Gerrard & Co., Ltd., 26 Fountain Lane, Oldbury. 552,778.

"FERRODIC"; for medicinal chemicals (3). By Allen & Hanburys, Ltd., Plough Court, London, E.C.3. 552,936.

"SUPINETTE"; for foot supports, bandages, etc. (11). By J. May, 41 Hermannstrasse, Frankfurt-on-Main, Germany. 552,510. (Associated.)

"PATE DENTOL" and "DENTOL EAU DENTRIFICE," each on label design incorporating man using microscope; for preparations for the teeth (48). By Vaillant & Cie, 19 Rue Jacob, Paris. B 549,846/845.

"CORALIE'S"; for preparations for the hands and nails, excluding soap (48). By Hand & Nail Culture Institute, Ltd., 27 Old Bond Street, London, W.1. 550,576.

"KONEX"; for shaving soap and cream, and preparations for the hair (48). By Pannett & Neden, 206 Stewarts Road, London, S.W.8. 550,829.

"JOYTECEA"; for perfumery, etc. (48). By The Academy of Beauty Culture, Ltd., 73 New Bond Street, London, W.1. 552,415.

"DENPAL"; for preparations for the teeth (48). By J. King & Son (Enamellers), Ltd., Pyro Works, Foundry Street, Whittington Moor, Chesterfield. 552,230.

"BARRANIQUE"; for all goods (48). By G. C. E. Barranger, 40 Buckingham Palace Road, London, S.W.1. 552,758.

APPLICATION AMENDMENT

According to "The Trade Marks Journal" of August 29, 1934, the specification for "HIKIT" in Class 48, No. 550,446, by Jones The Chemist, Collingham, has been amended to exclude perfumed soap.

ALTERATION OF THE REGISTER

According to "The Trade Marks Journal" of August 29, 1934, leave has been given to Telfer & Sons, Ltd., to alter mark No. 186,357.

(From "The Trade Marks Journal," September 5, 1934.)

"BUCONIN"; for insecticides (2). By E. R. Buggé, "Eversley," London Road, Sittingbourne. 547,942.

"BACFEAT"; for peat for use as a fertiliser (2). By J. C. Bottomley & Emerson, Ltd., Elland Road, Brighouse. 552,445.

Marriages

BOWSKILL—MISKIN.—At the Parish Church, Gainsborough, on August 29, Leonard Ralph Bowskill, chemist and druggist, King's Lynn, to E. K. Miskin.

DOW—GALE.—At St. John's Church, Bognor Regis, on August 30, Charles G. M. Dow, chemist and druggist, Midhurst, Sussex, to Jessie May Gale.

GRAHAM—HOYLE.—At St. Lawrence's Parish Church, Scalby, Scarborough, on September 5, Arthur Noel Graham, chemist and druggist, Pickering, Yorks, to Margery Hoyle.

KENDALL—FLETCHER.—At St. Mary's Church, Strood, Rochester, Kent, on September 8, George Edwin Stone Kendall, M.P.S., Weston-super-Mare, to May Florence Fletcher, Strood.

KILLINGBACK—NOBLE.—At Emmanuel Church, West Hampstead, London, N.W., on September 8, Leslie A. Killingback to Dora, daughter of Mr. Charles A. Noble, member of the Council of the Pharmaceutical Society, Edgware (see p. 331).

LAVERICK—GREEN.—At the Central Methodist Church, Bishop Auckland, on August 29, Percy Laverick, chemist and druggist, to Olive Green.

MACKENZIE—MENZIES.—At Gilcomston South Church, Aberdeen, on September 3, Ian McLaren Mackenzie, chemist and druggist, to Marjory Menzies.

RIDLEY—HUDSON.—At St. Mark's Church, Haydock, St. Helens, on August 25, R. E. Ridley, chemist and druggist, to Margaret Ellen Hudson.

SHELDRAKE—TEBBUTT.—At Polebrook, on August 21, Reginald Sheldrake, chemist and druggist, Newark, to Doris Tebbutt.

SMYTH—DALY.—At St. Teresa's Church, Belfast, on August 22, J. G. Smyth, M.P.S.I., Sligo, to Elizabeth (Lily) Daly, Ballyshannon.

SPENCER—EVANS.—At Walsall, on September 2, John Howard Spencer, chemist and druggist, to Anne M. Evans.

WATSON—WILLIAMS.—At the Cathedral of St. Mary and All Saints, Salisbury, Rhodesia, recently, Thomas H. M. Watson, M.P.S.I., Gatooma, Rhodesia, to Ethel Lucy Williams, of Luanshya, Rhodesia.

WILSON—McMAHON.—At Richill Presbyterian Church, Armagh, on September 5, J. R. Wilson, Ph.C., to Florence M. K. McMahon.

Deaths

BURGIN.—On September 5, Mr. Mark Frederick Burgin, Ph.C. (M. F. Burgin & Co.), 54 Coney Street, York, aged fifty-eight. Mr. Burgin succeeded to the pharmacy of the late Alderman Oakley in 1901. He was a member of the York Chemists' Association, and had been a warden of St. Martin's Church. At the funeral, which took place on September 8, York Chemists' Association was represented by Mr. Benjamin Brooke (president), Mr. T. E. Batty, Mr. F. Coverdale, Mr. J. A. Lupton, Mr. W. T. Hey, Mr. T. C. Atkinson (Bleasdale, Ltd.), Mr. J. Ware (Raimes & Co.), Mr. John Saville, Mr. J. R. Parker and Mr. G. E. Walker.

DUCK.—At Windyridge, Nottage, Porthcawl, on September 8, Mr. Frederick Edwin Duck, M.P.S. (R. W. Duck & Sons, Ltd., St. John's Square, Cardiff), aged sixty-one. Mr. Duck is survived by a widow, a son and two daughters.

DUNN.—At 36 Woodcombe Crescent, Forest Hill, London, S.E., on August 17, Mr. William Arthur Dunn, chemist and druggist, aged eighty.

GALLANTRY.—At Boston Spa, on August 18, Mr. Fred Gallantry, chemist and druggist, aged forty-four.

JENKINS.—At Haverfordwest, on September 5, Mr. John Lewis Jenkins, chemist and druggist, aged sixty-nine.

MCGLASHAN.—At Kingscroft, Barnton, Edinburgh, on September 4, Mr. Duncan McGlashan, dentist, chemist and druggist, aged eighty-six. Mr. McGlashan was the founder of the Abdine Works in Edinburgh, where Duncan McGlashan, Ltd., manufacture various well-known proprietaries. In his early days he taught anatomy at the Edinburgh Royal College of Surgeons.

RICHARDS.—At Swansea, recently, Mr. Evan William Richards, chemist and druggist, aged sixty-one.

WOOD.—At 12 Silver Street, Aylesbury, on September 3, Mr. John Wood, F.S.M.C., Ph.C., aged seventy-three. Mr. Wood was a native of Leighton Buzzard, and served his apprenticeship at Harrogate. He established his own business at 35 High Street, Aylesbury, forty-three years ago, and served on the Town Council from 1919 to 1931.

WRIGHT.—At Perth Infirmary, on September 6, as the result of an accident, Mr. Robert George Wright, chemist and druggist, late of Leith and Piersfield Terrace, Edinburgh. Mr. Wright qualified in 1926.

Wills

MR. RICHARD TOWNSEND SILSON, Duckworth Terrace, Manningham, Bradford, pharmacist, who died on May 8, aged fifty-six, left estate of the gross value of £11,451, with net personalty £10,940.

MR. ROBERT KEEGAN, 25 Middleton Crescent, Derby Road, Beeston, Notts, dyeware and chemical merchant, who died on December 20 last, aged forty-four, left estate gross value £9,249, with net personalty £5,960.

MR. JOHN KENDRICK, Mayfield Lodge, Mayfield Road, Grassendale, Liverpool, retired chemical sales manager, who died on May 8 last, aged seventy-nine, left estate gross value £7,244, with net personalty £6,156.

MR. JOHN JEFFERSON, 4 Ashdale Avenue, Terenure, Dublin, commercial agent, for many years with John Clarke & Co., chemists and druggists, Belfast, who died on July 2 last, left personal estate in England valued at £920.

MR. GWILIM HARRIES HOWELLS, M.P.S., The Station Pharmacy, 178 Caerau Road, Caerau, near Bridgend, Glam., chemist and druggist, who died on December 2 last, aged sixty-two, left estate gross value £9,226, with net personalty £7,151.

MR. REGINALD MORTON HUGHES, 18 Strand Road, Calcutta, India, late chairman of Imperial Chemical Industries (India), Ltd., who died on October 1 last, aged forty-eight, left estate of the value of £53,009, with net personalty £52,918.

MR. SAMUEL PODMORE, Muiston, Creswolde Park Road, Acocks Green, Birmingham, late chairman of directors of The Birmingham Chemical Company, who died on February 23 last, aged 63, left estate gross value £2,551, with net personalty £1,211.

MR. SAMUEL CHARLES CLAY, The Shrubbery, Holland Road, Clacton-on-Sea, Essex, chairman of Clay & Son, Ltd., fertiliser manufacturers, Stratford, E.15, who died on April 3 last, aged seventy-six, left property value £5,763, with net personalty £2,973.

MR. WALTER GLENDINNING NAPIER, M.A., B.Sc., F.S.A., Ruby Villa, 5 Sciences Gardens, Edinburgh, partner in the firm of D. Napier & Sons, herbalists and chemists, Bristo Place, Edinburgh, who died on August 1 last, left personal estate in Great Britain valued at £5,035.

Trade Notes

A NEW THERMOGENE PRODUCT.—The Thermogene Co., Ltd., have for over thirty years marketed one of the leading products dealing with heat therapy. The company has now extended its activities to include a Thermogene brand of vapour rub, and every effort has been



made to produce a preparation equal in therapeutic efficiency to the famous medicated wadding. Thermogene brand Vapour Rub is packed in an attractive opal jar with black and orange vulcanite cap and is to be introduced to the public by a powerful national advertising campaign. At the same time Thermogene brand Medicated Wadding is also to be given its usual publicity and special facilities are offered to the chemist for grouping the two products. Further details are obtainable from J. C. Eno, Ltd., 160 Piccadilly, London, W.1.

SAMARITAN toilet rolls are the subject of a special offer some particulars of which are announced on another page by Stuart Woolf & Fleming, Ltd., 47 Gresham Street, London, E.C.2.

CALIFORNIA SYRUP OF FIGS.—Proprietary Agencies, Ltd., 179 Acton Vale, London, W.3, inform us that from October 1 they are acquiring California Syrup of Figs and an announcement will shortly be made regarding revised terms.

SLOANS LINIMENT.—William R. Warner & Co., Ltd., 300 Gray's Inn Road, London, W.C.1, the distributors of Sloans brand liniment, call attention in their advertise-



ment in this issue to the trade terms for this well-known proprietary. A photograph of the new showcard is reproduced above.

CARIA WATER.—Caria Spring Waters, Ltd., 19 Grosvenor Place, London, S.W.1, have sent us an informative brochure on the therapeutic properties of Caria water, a natural spring water containing radium salts. Chemists can obtain a copy of the publication post free on request.

CALENDARS.—Dudley & Co., Ltd., 451 Holloway Road, London, N.7, have issued an illustrated list (No. C.D.1525) of calendars for 1935. Chemists who contemplate the distribution of such advertising matter will find it worth while to write for the list or for a range of specimens to be sent on approval.

BOOTS, LTD., Station Street, Nottingham, have issued a new booklet on Bismostab. This publication contains comprehensive information which it is hoped will be of great value to members of the medical profession. A feature which is worthy of note is the complete course for the routine treatment of adult syphilis with Bismostab by the "concurrent" and "alternate" methods. The illustrations in the booklet have been carefully chosen to give as much help as possible in dealing with the subject under discussion.

CLOTABS.—Macleans, Ltd., Great West Road, Brentford, have introduced a new pack of Clotabs, as shown in the accompanying illustration. It is also interesting



to note that in the new Clotabs halibut-liver oil has been substituted for cod-liver oil. The tablets are to be nationally advertised shortly.

WINDOW DISPLAY CONTEST.—Particulars are given elsewhere in this issue of a window-dressing competition which is being organised by the "Daily Express." Chemists enter the "Things to Use" section and substantial prizes are offered.

OSTOMALT BONUS PARCELS.—Glaxo Laboratories, 56 Osnaburgh Street, London, N.W.1, are introducing three bonus parcels of Ostomalt, and it is interesting to note that the opportunity for buying on advantageous terms is not to be limited to a period of one month as is usual.

ACETYLCHOLINE BROMIDE.—A sterile stable solution of this substance has been issued by Burroughs Wellcome & Co., Snow Hill Buildings, London, E.C.1, as a Hypoloid product. It is issued in ampoules each presenting 0.1 gm. in 1 c.c. in boxes of ten. Acetylcholine is the acetyl ester of choline. It has been isolated in chemically recognisable quantities from the spleen and from the placenta, and is present in minute traces in other organs. It is very highly active. Acetylcholine is usually administered by intramuscular injection and has proved particularly successful in counteracting paralysis of the intestine such as occurs after laparotomy and intestinal operations. It may be used to relieve severe post-operative gas distension and pain, and, to a certain extent, to relieve acute constipation.

PARSCENT, LTD., Duke's Road, Western Avenue, Acton, London, W.3, have sent for our inspection specimen bottles of the floral eau de Cologne of Parfumerie L. T. Piver, and these,



together with the display stand, are shown in the photograph reproduced herewith. The perfumes available are: Muguet, lilas, jasmin and violette.

EDWARDS HARLENE, LTD., have placed on the market a new product in the form of a soapless, brushless shaving cream. It is supplied in two sizes.

NEW COTY POWDER SHADES.—Coty (England), Ltd., Coty House, 3 Stratford Place, London, W.1, have recently introduced two new shades of face powder—rose chair and rachel fonce. The former is recommended for women who have fair and delicate skins, and for slightly tanned complexions. Rachel fonce, the makers claim, does not "deadens" the texture of the skin, as is the tendency of darker powders.

MANUFACTURERS of toilet preparations will be particularly interested in the November issue of "Women and Beauty," which, we understand, will be a most unusual gift number. For the advertising of any beauty or toilet preparations this periodical deserves consideration. A specimen copy will be sent on application to Mr. Chas. E. Mander, advertisement manager, The Amalgamated Press, Ltd., The Fleetway House, Farringdon Street, London, E.C.4.

THE illustration below shows an important poster site in Trafalgar Square. This has been acquired for a period by Yardley & Co., Ltd., Sackville House, Piccadilly,



London, W.1, to draw attention to their Silver Box face powder. The site covers 440 square feet and is bordered by neon lighting.

Personalities

MR. R. H. SUTTON, chemist and druggist, Warrington, recently addressed the local Rotary Club on "John Wesley as a Doctor."

MR. CHARLES J. REID, chemist and druggist, High Street, Eton, gave prizes for the annual show of the Eton Wick Horticultural Society.

ALDERMAN F. W. BATES, M.A., J.P., chemist and druggist, who for a considerable number of years was in business at Brook's Bar, Manchester, is Mayor-elect of Stretford.

MR. ERIC J. CAMP, chemist and druggist, has been appointed on probation as a pharmacist in the Prison Service, and stationed at Liverpool, in succession to Mr. H. I. Davis, retired.

MR. A. W. DANIEL, chemist and druggist, Romford, who was the winner of the first prize of the thirteenth chess problem tourney of the British Chess Federation, has long been recognised as a leading expert at the royal game, both as player and composer of problems.

MR. ERNEST CRESSWELL, head of the well-known sponge house in Red Lion Square, London, W.C.1, contributed a useful piece of publicity for pharmacists to "The Daily Telegraph" of September 8 in the shape of a letter correcting a previous correspondent who had stated that no real cleanser for a soapy sponge had been found. Mr. Cresswell recommended "an alkaline solution, the ingredients of which can be supplied by any chemist for a few pence."

A VERY pleasant gathering of a semi-pharmaceutical character took place on September 8 at the Brent Bridge Hotel, Golders Green, London, N.W. The occasion was the reception given by Mr. and Mrs. Charles A. Noble after the wedding of their daughter Dora to Mr. Leslie A. Killingback (see p. 329). Among the guests were Mr. John Keall (president of the Pharmaceutical Society) and Mrs. Keall, Mr. and Mrs. A. R. Melhuish, Mr. and Mrs. William Chalmers, Mr. and Mrs. J. C. Young, Mr. and Mrs. F. A. Noble and Mr. Harry Martin. The health of "The Bride and Bridegroom" was proposed by Mr. Melhuish with his usual humour and felicity, and Mr. Keall paid an eloquent tribute to friendship in toasting the parents of the bride.

Business Changes

MR. MITCHELL N. HUNTER, chemist and druggist, is opening a pharmacy at Callendar Riggs, Falkirk.

MISS B. M. LYONS, chemist and druggist, is taking over the business of Mr. Julius Cohen, chemist and druggist, 157 Lodge Lane, Liverpool, 8.

MR. C. G. KEBBELL, chemist and druggist, 722 Eastern Avenue, Ilford, has taken over the prescription-books and formulas of Timmis & Ingham, Ltd., chemists, 102 High Road.

THE business of Youngman's, chemists, The Traverse, Bury St. Edmund's, has been transferred to the pharmacy of Croasdale & Sons, Ltd., chemists, 1 The Traverse and Cornhill.

Information Department

INFORMATION WANTED

Postal or telephone information with respect to makers or first-hand suppliers of the undermentioned articles will be appreciated.

G/79 Beaton's British oils	M/11 Glucon tablets
E/11 Donegal's influenza tablets	B/11 Meridian enema syringe
T/79 Excelsvac vacuum flasks	E/11 Valtici greaseless hair dressing
	B/79 Zec magic balm

Telegrams :
"Atoleine
Sedist
London."



Telephone :
Lermondsey
1141

John Bell Hills & Lucas Ltd.
TRIAD BRAND
EXTRACT OF MALT & COD LIVER OIL
with CHERRY PARRISH'S FOOD

Send for Sample & Prices
Oxford Works, Tower Bridge Road, London, S.E.1



"VAREEN" LIQUID NAIL POLISH

Favourite Colours :

Natural, Rose,

Deep Rose,

Pale Coral,

Coral, Lake Red,

Red, Dark Red,

Pearl, Rose Pearl,

White, Orange,

Etc.

"VAREEN" NAIL WHITE PENCIL
which is also an effective Cuticle Remover
1/- size 7/6 doz.

(FROM YOUR WHOLESALE)

Vareen Ltd., 86 Portobello Rd., London, W.11

NAIL POLISH

1/- size, 7/6 doz.

1/6 " 10/6 "

2/6 " 16/- "

POLISH REMOVER

1/- size, 7/6 doz.

1/6 " 10/6 "

CUTICLE CREAM

1/- size, 7/6 doz.

1/6 " 10/6 "

EXTRA
RECTIFIED

ALCOHOL
FOR
PERFUMERY

Write for Prices

JAS. BURROUGH Ltd. 1 Cale Distillery,
LAMBETH, S.E.11

'MEDINAL'

A registered Trade Mark product. Substitution is,
therefore, illegal.

Other "Schering" Trade Mark products are:—

'VERAMON'

'ATOPHAN'

'NEOTROPIN'

'NEUTRALON'

'PROGYNON'

'SOLGANAL'

'UROSELECTAN B'

Supplies may be ordered direct and invoiced through your usual wholesaler.

188/192 High
Holborn,
London, W.C.1

Schering
LIMITED

Telegrams—
Schering, Phone,
London
Telephone—
Holborn 9345 (4 lines)

"Ty-phoo" TEA (Owned by
Sumner's "Ty-phoo" Tea Ltd.
Birmingham)

is the rare "leaf-edge" tea which doctors
throughout the country are now recommend-
ing to patients with whom ordinary tea
disagrees.

Applications invited for sample and terms for
what is claimed to be

"The best paying line in the trade"

(This Company is not connected
with any other House)

(21½% on selling price)

THE ART OF DISPENSING

Price 8s., by post 8s. 6d.

DISEASES AND REMEDIES

Price 5s. net, by post 5s. 3d.

Published by "The Chemist and Druggist"
28 Essex Street, LONDON, W.C.2

ENO'S 'FRUIT SALT'

THERMOGENE

BRAND

MEDICATED WADDING

THERMOGENE

BRAND

VAPOUR RUB

BEMAX

AND BEMAX CHOCOLATE

and

POMPEIAN

BEAUTY PREPARATIONS

placed at the Chemists' Exhibi-
tion. Be sure to ask for details.

J. C. ENO LTD., 160 PICCADILLY, LONDON, W.1.

C.M.X.

ANTISEPTIC.

Chloro-Meta-Xylenol in a Saponaceous Solution of Essential
Oils.

A potent non-toxic, non-irritant and stainless germicide.
Possesses a high bactericidal value and is employed for
obstetrical and surgical purposes, also for use as a general
disinfectant.

Retail Price: 4 oz. bottle 1/-; Winchester (½ gal.) 7/6

Wholesale Price: 4 oz. 7/- per doz., Winchester 60/- per doz.

Attractive Showcard and Literature supplied.

IVESTRON

(REGISTERED)

COMPOUND LIVER EXTRACT

A palatable and effective hæmatinic of particular value in the
treatment of pernicious anæmia and in anæmias due to
defective nutrition.

Price: 4/6 per 8 oz. bottle; 16 oz., 8/6. In bulk 8/- per lb.

WYLEYS Ltd.
COVENTRY

ESTABLISHED 1750.

THE CHEMIST AND DRUGGIST

VOL. CXXI.

September 15, 1934

NO. 2849

Black Sheep in White Coats

LET us be serious. Or let us try to be. The issue of "John Bull" for September 1 contained an article entitled "Black Sheep Chemists—a stern indictment," and commencing thus:—

"One million wrong, inaccurate prescriptions a year in London alone. One million bottles of medicine which are not 'what the doctor ordered.' One million bottles dispensed to sick and ailing people which may be totally useless or actually harmful. . . . That is an official figure."

And by a delightful inconsequence suggesting a masterstroke of humour, this article was illustrated with a block showing a white-coated dispenser at work, a picture that would have served equally well—or better, dare we suggest?—for dispensing of the most immaculate type. The deduction we have quoted is derived from a statement that went the round of the Press, some months ago, to the effect that in a London test the cases of defective dispensing amounted to about one in seven. The snatch vote is a device beloved, we understand, of politicians, but proving very little. The experienced comedian attaches due importance to the timing of his jokes, so that his ripe humour may be received with an answering roar of laughter and not fall into a chilly void of silence. Our good contemporary might have made its shot with a better chance of producing an effect while the one-in-seven snatch vote was fresh in the public mind. It might, too, have made use of a more recent Ministry of Health report in the attempt to establish the dictum that "the common drugs and specifics which form the bulk of panel prescriptions"—whatever that may mean—are adulterated by chemists. When we turn to the latest of these annual reports, we fail to find anything about the paregoric, ammoniated quinine and other substances mentioned, showing that an older report has been selected. As everyone but "John Bull" knows, many of these items under the heading "Drugs" in Ministry of Health reports are neither dispensed for National Health Insurance patients nor even obtained from chemists.

Pitfalls in Statistics

One of our correspondents makes effective play, on p. 343 of this issue, with the false analogy derived from the one-in-seven ratio. This kind of multiplication might go on indefinitely: eight persons lost their lives as the result of a railway accident that occurred the other day, therefore (so would run the argument) the number of persons killed annually on the railways of this country (or on one) is 365×8 . Another pit into which our contemporary has fallen in discoursing on "muck" as medicine and "dud" dressings—yes, there is a river in Macedon and a river at Monmouth—is related to blissful ignorance of the fact that specified dressings, appliances and non-dispensed drugs and chemicals may be, and often

are, supplied by contractors who are not chemists. And dressings are supplied in manufacturers' sealed packets.

Dispensing and Analysis

All that remains to be said on this occasion can be summed up in the remark that the lay Press is not qualified to discuss chemical analysis. We demonstrated this fact so fully in 1923 that we had hoped it would not be necessary to refer to the subject again for at least a generation—say in 1956. In the spring of 1923 we reviewed previous tests of dispensing, commencing in 1876 and culminating in an attack by various Metropolitan borough authorities, in varying degrees of malignancy, with results that on the whole were remarkably satisfactory to the chemists concerned. If we had the requisite space, and our contemporary had the requisite training, we might have reprinted the tables and other data that appeared in our issue of April 21, 1923, showing that in so simple a mixture as one consisting of potassium iodide, potassium bicarbonate and water, an excess of 5 per cent. of the iodide is easily "found" without any conscious carelessness on the part of either chemist or analyst. When these unconscious inaccuracies occur in the same direction, the chemist is certain to receive the blame: hence the wisdom of the Salford rule of tolerance (*C. & D.*, 1923, I, 472). We regret that samples taken for the testing of insurance dispensing are not divided into three parts, as was formerly the case, as with three analyses the limits of error are narrower than in the case of two. We wonder if those who write for the lay Press have ever seen, for instance, records of six weighings of a single substance by each of three observers, with the object of establishing an average weight for it; or whether they know that the standard pound itself is a convention, with the result that what happens when the grocer light-heartedly weighs his best Dorset butter is from that point of view too terrible to contemplate. As will be seen in our correspondence columns, the suggestion has been made that the next article of the "Great Panel Patient Scandal" series might well deal with the alleged delinquencies of panel patients. The suggestion should be greeted with acclamation by those concerned; and the article might be illustrated with a block of one of those modern built-in sinks that lend themselves so admirably to the disposal of anything up to a million gallons of discarded medicine.

A Vigorous Indictment

WE direct attention to the article in this issue (pp. 334–35) by Mr. F. Gladstone Hines, a past-president of the Pharmaceutical Society of Great Britain, on the proposed Brunswick Square scheme of the Council. The importance of the article is enhanced by the fact that Mr. Hines has quite recently occupied the presidential chair of the Society. The questions he raises are of particular interest to those pharmacists (and there are many of them) who have had experience of municipal or other public finance; and we trust that comments from this point of view, as well as from others, will be forthcoming.

The Proposed Brunswick Square Scheme of the Pharmaceutical Society

By F. Gladstone Hines, past-President of the Pharmaceutical Society of Great Britain

AGAIN I am postponing my immediate plans in order to place before members of the Pharmaceutical Society some facts regarding the project for the complete rehousing of all the departments now at Bloomsbury Square. I do this in response to many letters I have received asking for information concerning the financial proposals involved.

Actually I was surprised myself, when I came to go through my dossier marked "Premises and Rebuilding," to find that practically no information had been vouchsafed to members, through the Press, and a very scanty ration to their elected Council. Quite apart from the recent cause for the comments of *THE CHEMIST AND DRUGGIST* on the lack of publicity of the work of the Council of the Society, nothing more strikingly justifies that just criticism than the complete suppression of all proper information on the above matter. I doubt if a hundred members throughout the country know anything more than the bare point that their Society has purchased some property in London with a view to a move.

The Importance of the Matter

I know of no matter of such outstanding importance as this question of providing new accommodation for the manifold activities of the Society. So many vitally important points of policy are involved. There is the whole future of the College of the Society. On the teaching side alone opinions differ widely as to type and extent—and, indeed, whether or not the Society should continue to teach at all. Linked up with the old School are now the Pharmacological Laboratories. Ought these to be moved out of London, or is it essential to house them in Brunswick Square? Many other issues also come in. It seems quite likely that the College side, including as it must do all the requirements of the examinations and research work, will require three-fourths of the cubic space of the new building. In effect this is like building a new home; and all members of the family, contributing as they do to the cost and the upkeep, are entitled to the fullest possible information.

Delegates to the Leeds Conference were bored to death on the subject of education. However vital and necessary educational problems may be, are we not rather obsessed with them? Brunswick Square *vis à vis* Bloomsbury Square is a topic on which nothing has yet been said. Here is indeed food for thought, for a pooling of ideas, a magnificent opportunity truly to make members, through their delegates, conversant with the problems of the new headquarters. I must be brutally frank, because in this regard delegates are being treated with brutal discourtesy; they are being stuffed with educational pap because it suits the purpose of headquarters to run a boosting campaign. Equally true is it that it is time much of this high falutin' stuff was "debunked." Why is not as much trouble being taken to make this gravely important issue as fully understood, or at least to see it is as fully expounded? Better bleed pharmacy financially rather than that all the supermen stunts shall fail to flourish. Who wants the views of the rank and file?

There is no question about the urgency: the needs of the Society have long outgrown the utility of the private houses of Bloomsbury Square. Every year sees a sort of general post to devise new ways and means of accommodation. The present situation is chaotic. I clearly formed the opinion some time ago that expansion of the Society and reorganisation of central administration should coincide. We knew in 1926 that there would be a Pharmacy and Poisons Act within a measurable distance of time. Any ordinarily responsible body would

have ensured reasonable and satisfactory accommodation timed to meet the new situation. As president I circulated early in 1933 a special personal memorandum—which died an early death, not because my views were not sound, but simply by reason of jealousies dictating opposition. I remember specially appealing on that occasion for team work and a team spirit. Let me set forth particulars of the main premises occupied now in Bloomsbury Square.

15 Bloomsbury Square.—Lease expires in 1966. The lease of these premises was acquired in 1889 at a rental of £36 per annum. (Happy days!) This house is let at a substantial premium, and will not revert to the Society until 1943.

16 Bloomsbury Square.—Lease expires in 1966. These premises were acquired at the same time and the rental charge is £54 p.a.

17 Bloomsbury Square and 72-73 Great Russell Street.—Lease expires in 1948. These were the original offices taken in 1858, the corner block, and the rent is £250 p.a.

Galen Place.—Lease expires in 1966. This useful building, giving a rear entrance, was taken over on lease in 1888, and the present charge is £70 p.a.

The Society pays all rates and taxes (except landlord's property tax). The properties are insured against fire on a total value of £74,000. The Society has the leases insured, and the total amount repayable is £25,000. An approximate ground-plan of the Bloomsbury Square properties gives an approximate ground-floor area used by the Society of 8,280 sq. ft. It is important to remember this figure in relation to the new site which has an approximate *ground* area of 34,580 sq. ft. It is important, too, for me here to say that if the Society had now available the whole of their present area, roughly 115 ft. by 72 ft., and could replace the present houses with a modern building of five or six floors and a basement, there would be ample accommodation for all purposes. It is not so much the size as the unsuitability of these old residential houses for to-day's needs that matters.

About seven years ago the problem was considered from that angle, i.e., rebuilding on the present site. If my memory serves aright, the outstanding factor was the apparent impossibility of securing the freehold. Otherwise I am not at all sure that this might not have been the soundest plan, apart from the difficulties and cost of temporary housing during structural alterations. At the moment, at least, the Society is in the very comfortable position of occupying a very substantial set of premises in Bloomsbury Square at a negligible rental cost. The two things which have been responsible for putting rehousing right into the forefront have been the establishment of the Pharmacological Laboratories and the modernising and extension of the School of Pharmacy. Again I want to push the fact into the limelight that this unit, the College of the Pharmaceutical Society, will absorb three-fourths of the new building. But, of course, in fairness one must remember that the same accommodation will be available for the Society's examinations, which provide a substantial revenue.

The Purchase of the Site

Now let us consider the rebuilding scheme. So long ago as 1923 the Council had under consideration the original lease of 1858, terminating in 1948. An attempt was then made to secure termination of all the leases in 1968. Nothing came of these negotiations. Then, in 1927, came the suggestions, already referred to, for

rebuilding in Bloomsbury Square. The outcome of all this was the ultimate purchase in 1930 of the large block of property extending almost the whole of one side of Brunswick Square. It is not necessary to do more than indicate that here the Society would be, as now, a near neighbour of the great planning of the University of London. Brunswick Square is in all ways a very desirable location for the Pharmaceutical Society of Great Britain. But—and there is a big “but”—the price was a heavy one. The cost of the purchase as shown in the financial statement to members is given as £57,193.

I have good reason for saying that the Society paid quite £20,000 in excess of the actual value of the property at the time of the purchase—in fact, this is probably a conservative figure. Then, too, for the Society's purposes that £57,193 represents a site cost. I am perfectly certain that, at the time, no member of Council consenting to the acquisition ever contemplated that £57,193 of the funds of the Society would be used for a freehold site on which to build solely for the Society's use. Yet that proposal was seriously placed quite recently before the present Council. The whole of the existing houses must be demolished under the terms of the contract; new, approved rebuilding must be begun by 1943 and completed by 1948. To be able to think, let alone to have any opinions, on all that is involved it is necessary most carefully to compare the area of this site with the area now used in Bloomsbury Square, always remembering that the latter stands at present (and as a whole until 1948) at a negligible cost whilst the former has already involved a capital outlay of £57,000 and involves a further projected outlay of £200,000—in all £257,000. Comparisons in this case are indeed odious.

Full Disclosure Wanted

My next proceeding, therefore, is to place before members a ground plan of the Brunswick Square block, for

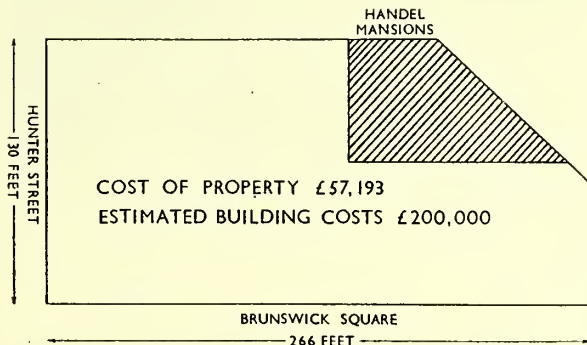


DIAGRAM OF SITE OF NEW PROPERTY. THE SOCIETY'S PRESENT SITE IN BLOOMSBURY SQUARE WOULD BE INDICATED BY A DOTTED LINE ENCLOSING SOMEWHAT LESS THAN ONE-FOURTH OF THE NEW SITE

comparison with that of the property in Bloomsbury Square. It will, at a glance, be obvious what an undertaking is involved if the Society is committed not only to this enormous expenditure but also to the considerable cost of the upkeep of such an establishment. The frontage is seen to be no less than 266 feet and the maximum depth 130 feet. If members wish to visualise that, let them pick out any public building with which they are familiar occupying any similar area. The shaded section is not available for general purposes owing to lighting restrictions and other curtailments. Whilst I have no true figure available at present, the cleared site should be somewhat above 34,000 square feet. Assuming the shaded section to be one-fifth of the whole and the building one of six stories with a basement, there would be available 190,400 superficial feet. With all the estimates I am enabled to make, it is difficult to see that even half such a superficial content would be necessary on the most ambitious lines.

I want members to absorb these figures, because many of them will be experienced in public work and appreciate

what they mean. I am determined to compel a full disclosure of all that is intended before members throughout Great Britain are committed to footing the cost and the maintenance charges for the next generation. Scattered over a number of years I have on my files various reports, scraps of data and oddments of information. What is needed is:—

(a) Precise and reliable data covering all the necessary accommodation. This should be detailed as to superficial area.

(b) An estimate of cost based on those figures or at least a fair cubic foot figure.

Access should be given to the pharmaceutical Press to examine these proposals and every possible facility for fair public comment and criticism. In particular the financial data should be placed before members fairly and impartially. They should know the capital costs of the undertaking and the whole of the annual charges involved in future years. In 1933 one finds from the annual financial statement that an amount of £1,396 covered rent, rates, taxes, insurance and the premium on the lease redemption policies. A comparable figure for Brunswick Square, if one includes interest and redemption, would probably be £10,000. Add to that all the higher costs of maintenance and the loss of the present rentals (£1,583 net), and that figure might at the outset reach £15,000. Surely figures of such dimensions demand publicity.

Income and Expenditure

Still more important becomes the issue when one examines the sources of income of the Society. From the very nature of compulsory membership the business man, whether proprietor or employee, must shoulder the burden. All this glorification is to be at his expense. In the main, retention on the Register will be for business purposes. What is the justification for demanding from the profits of the pharmacist's business any new taxation at all? There is no justification whatsoever. The administration of the affairs of the Society could be carried on efficiently and well in a relatively small building. Laboratories for examination and research do not necessitate a £57,000 site. When provincial universities, university and technical colleges throughout England, Scotland and Wales can provide such admirable facilities as they do to-day, it seems folly to embark on grandiose expenditure to attract students to London. Need the Pharmacological Laboratories be extravagantly housed in the heart of the Metropolis? Yet for all this every pharmacist in England, Scotland and Wales must pay. Every struggling man on the Tyneside and in South Wales must contribute towards the £257,000 building. Cornwall and Cumberland, remote village towns in Wales, all must pay tribute to the riotous extravagance. The suggestion of THE CHEMIST AND DRUGGIST that “light is needed” becomes a cheap sneer at the Council table.

Over £100,000 has been provided by the old voluntary membership for rebuilding purposes. The rest, £160,000, is to be the burden of the new members who will presently be called upon for a premises registration fee. THE CHEMIST AND DRUGGIST is to be congratulated on allowing me to throw the light of publicity on these schemes for pauperising the pharmacist in business, for dissipating the funds of the Society, for placing an intolerable financial incubus on registered pharmacists for years to come.

In brief, those are the facts. Have I overstated my case, my urgent demand for a close and careful scrutiny of every detail now involved? It will not be my fault if pharmacists throughout Great Britain fail to take up the cue and safeguard the present and the future. There is no greater need in pharmaceutical life at present than a capable, critical opposition to the temptation to squander the Society's funds.

MERCHANDISE MARKS ACT, 1926.—The Board of Trade, with the concurrence of the Minister of Agriculture and Fisheries, has declared edible salt not to be a foodstuff for the purposes of Section 10 (1) of the Merchandise Marks Act, 1926.

The Retention Fee

By R. Cecil Owen, B.Sc.Lond.

THE dissatisfaction aroused by making the retention fee a *sine qua non* of (legal) qualification is both intense and widespread—and rightly so. I will admit that I, for one, agree to the principle of making such a fee compulsory *under satisfactory conditions*. But the prevailing conditions, as we shall see, are entirely unsatisfactory: hence the storm of protest. Hitherto, when a chemist became qualified, he entered into a sort of contract with the State acting through the Pharmaceutical Society. He has every right to suppose that, having qualified under the prescribed conditions, he is free to practise pharmacy for the remainder of his lifetime without any radical or retrospective amendment of the terms of qualification, and without the imposition of new conditions. The candidate carried out his part of the bargain—and now the Society alters the rules of the game in its own interests, and imposes a new stipulation which was not bargained for. It used to be said by certain Continental peoples that England was "perfidious Albion: Britannia waives the rules!" A good many pharmacists are saying (with more justice) "Perfidious Pharmaceutical Society: she waives the rules of her own making!"

An Analogy

Nobody is so foolish as to contend that the terms of qualification—whether they relate to pharmacy or to any other job—should not be modified from time to time. But we do maintain that they should not be retrospectively modified. Compare the recent happenings in the dental world. Conditions of qualification were so tightened up as to shut off non-college-trained practice in future. But those dentists, already in practice, who had not been through a college were allowed to continue in practice; they were not thrown out of the Register by the new regulations. The new plan was prospective and not retrospective. In the same way, the Society should stick to its bargain with those already on the Register. It is a question—and one which I hope will be examined to its innermost core—whether the Courts would support the contention that a chemist is qualified on March 31 (say) and automatically unqualified on April 1, when we will suppose his subscription to run out. The defendant could plead that at any rate he was *de facto* qualified, since nothing in the new stipulations renders his training or his academic attainments obsolete. The Courts, too, would certainly be influenced by the argument that the new condition violates the intention of the Royal Charter from which we derive our status.

The situation is seen in a worse light still when it is remembered that even if a pharmacist is living in retirement or for any reason is not "keeping open shop" he is still called upon to pay the fee. The proof that he has been and still is a pharmacist is the presence of his name in the Register, and to rob him of his title and status for money reasons is to inflict a ridiculous and an arbitrary (and a rather cruel) penalty. It is as if a science graduate living in retirement were no longer entitled to call himself a B.Sc. unless he continued his subscription to the Chemical Society.

A Possible Solution

It is well to remember that, under the old rules, our loyalty to the Society left little to be desired. A majority of us paid our subscriptions and paid them willingly. The extra revenue to be won by an all-round compulsion will be dearly bought when the price is discontent—and disloyalty. But even supposing we agree to the principle of a retention fee, the question still remains—Is it really a retention fee that we are paying? I contend that it is not—and this brings us to a possible solution of the difficulty. The so-called retention fee is only in part what it claims to be. A portion of it, but only a portion, is truly named: it is the equivalent of a trades union subscription, and as such is capable of being defended. Even so, I should prefer to see it revert to a voluntary basis; but let that pass and, for the sake of argument,

admit the wisdom of a compulsory fee. Unfortunately a part of this fee has no trades union significance whatsoever; it is an enforced payment for the purchase of the weekly issue of the official organ. How in equity can we be compelled to buy merchandise for which some of us, at any rate, have no use?

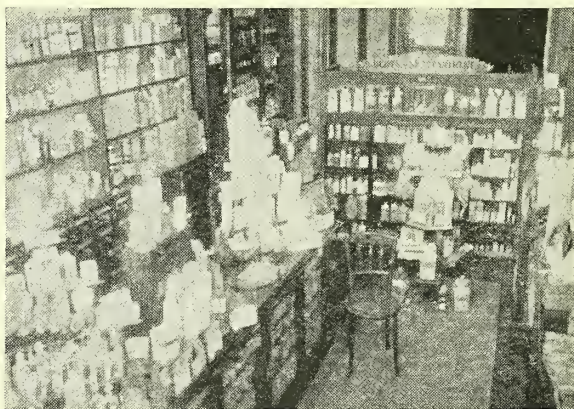
Although I am not so sanguine as to believe that the Society is in any mood for accommodation in this matter (which need not be interpreted as a "climbing down"), I would suggest the following compromise as satisfactory to all parties and as likely to re-establish a loyalty which has been badly shaken. Let us agree to a retention fee, but let it be a fee pure and simple and not an enforced purchase masquerading as a fee. What is the value, or perhaps I ought to say the price, of the printed matter referred to? Whatever it is, deduct it and there remains the retention fee. This sum might be compulsorily collected; and probably few, if any, pharmacists would oppose an amicable settlement on these lines.

A Newquay Pharmacy

THE photographs reproduced below are of the exterior and interior of the pharmacy recently opened by R. E. Pearce, Ltd., Cliff Road, Newquay. Among the interesting points of design is the arrangement of the counter, where use is made of right-



angle stands, a type easy to dress, to keep clean and having space for wrapping paper underneath. The dispensing screen, which allows unrestricted view of the shop, carries about 100 *zviij*. flats, holding the liquid preparations in most frequent demand, while solids are



in containers behind the "window," together with the scales. There is no sink in the shop; it is in the small room behind. Although this is sometimes inconvenient it has the advantage of keeping the dispensing counter clean and drier than is usually the case. The floor of the pharmacy is parquet, with a grey carpet.

A New Kind • of Selling • Agency

NOW that Great Britain is enjoying the benefits of reduced taxation, it is necessary for her manufacturers to take the fullest advantage of this factor in the race for world trade. Speaking generally of the drug and allied trades, her chemists, works staffs and finances are in first rate condition, but it is rather doubtful whether her distributive departments are up to the standard of the others. Sales departments have been rather overcome by tariffs, quotas, exchange restrictions and other barriers to international trade. Many of the old exporting houses have seen their trade dwindle alarmingly. Barriers notwithstanding, there is still, in many markets, a desire to purchase our goods, and we must discover again the needs of the overseas buyer. We must alter our ideas of price, quality, package, and know exactly what to do in order to meet desire and competition. Sales managers might run their eyes over lists of their products exportable in 1928, and ascertain in detail the reasons why those same goods are not selling to-day. In very few instances will they find that importation has ceased entirely. The goods, or closely similar goods, are still being imported although in reduced quantity. Are our British houses getting their proper share, in view of the fact that our costs of production are now relatively much lower than those of some of our greatest competitors?

Nothing that even the most efficient sales manager can do will overcome the difficulty of inquiries which come for such small quantities as some of these do. The system under which a foreign buyer indents on a shipping merchant, who puts out inquiries to several manufacturers, has for years been a handicap. At the same time it must be admitted that, in the past, the system has been useful. Reference to the cotton trade will convince that the system has undesirable features. Whilst agreeing that the wholesale house has its uses, it must be stressed that the system has tended to put, and keep, the manufacturer out of touch with the ultimate consumer or user in overseas markets. Some houses are large enough to be able to send one of their chiefs upon visits overseas. The host of smaller houses cannot afford, continually, the £1,000 or £2,000 per annum which these visits cost.

Outline of the Scheme

A new system must be evolved. A new kind of selling agency is required—a company whose shareholders are manufacturers and whose directors would be elected by the body of shareholders, not appointed by any one group. The directors need not be, even, directors of the companies which would be shareholders. The selling company would sell for a dozen or more manufacturers, whether in competition or not. It would be able to maintain its own representatives. All inquiries and orders would go direct, or be referred, to the selling company, which, from the range of goods offered by the component manufacturers, would select the most suitable. The selling company could work either on commission or by purchase; but whatever the detail, the profits would be divisible between the shareholders. So, of two equal and competing shareholders, if one got all the orders and the other got none, the latter would still receive dividend upon its shareholding.

The sales manager of the selling company would, from time to time, hold conferences which would be attended by the export managers, production men, technicians,

etc., of the component companies. So the staffs of those companies which were failing to get orders would be able to learn the reasons for their failure. Other manufacturers might find themselves in very close competition—qualities, prices, services, all very close—sharing all the available orders and not making much profit. At a conference, one might find that he could double output, reduce price and increase net profit, whilst another could only double output after expenditure upon new plant, etc. They could discuss the matter between themselves, and arrange some profitable and economic scheme. The sales manager might find that even the best of his available range did not sell, did not pull the orders. He could report to component members, ask for tentative improvements and set on foot a detailed inquiry.

The Primary Constitution

Given a good board of directors (there are many good men in the drug trade) who would appoint a competent general or sales manager to run the show on modern, enlightened methods, there is much advantage to be gained. The "snag" is to arrive at the primary constitution of the company. Would shareholding companies put up equal amounts of capital and have equal voting powers, irrespective of their size? Would a shareholding be restricted to a parent company, or would subsidiaries be admitted? Would shareholders be permitted to "boss" the manager, or would they be kept in their proper place? This sort of question could be settled before any money was spent in formation expenses. It is, however, suggested that it would be necessary to have more than one class of shareholder, for instance:—

(1) Companies with nominal capital or balance sheet assets of less than £25,000 to have one "unit" of ordinary shares and one vote.

(2) Companies with up to £100,000 to have two "units" of shares and two votes.

(3) Companies with over £100,000 to have three "units" of shares and three votes. (Some such scale of limitation would be necessary to prevent any large company getting control or undue influence, and to prevent the small man from feeling swamped.)

(4) Preference (participating) shareholders without votes—to allow for the provision of extra working capital.

(5) "Free" ordinary shares, limited in number, to enable directors to hold up to £250 in their own right, as qualification shares.

It would have to be a condition precedent to allotment of shares that the applicant would agree to the selling company dealing with all inquiries and orders at the discretion of its manager, even to passing orders to non-members if members were unable to supply. Members would also agree to refer to the selling company all orders and inquiries from specified markets, the list of which could be enlarged from time to time, with the consent of a large majority of members. In the event of a member wishing to withdraw from the scheme, twelve months' notice (not less) would have to be given. Members could not receive back their original capital subscription but would have the right to sell to existing member or a new-comer. Although difficult, conditions to prevent victimisation either way can be framed.

This is a suggestion made with the idea of improving our export drug trade as a whole. Obviously it is not complete in its detail—many fundamentals have not been mentioned. It will be remembered that during and after the Ottawa Conference much was heard about combined selling. Nothing seems to have been done for the drug trade as a whole, to which the cartel system is not very applicable. The writer hopes that a scheme for an export selling company will be taken up, discussed and set on foot by some of those chiefs who already meet under the auspices of several drug-trade associations.—W.P. (6/8).

QUIS CUSTODIET?—A correspondent (18/6) in one of our largest provincial cities writes:—"It is a hard thing to speak against the dumb that cannot protect themselves. There is, however, a fine array of thermometers in a certain window in the city, and all of them are of different registration."

Empire Pyrethrum □ □ □

Kenya Plans to Increase Production

IT was only as recently as seven or eight years ago that the possibility of growing pyrethrum in Kenya on a commercial scale was first considered. A trial crop was grown from Japanese seed, but the experiment was not entirely successful. Shortly afterwards, in 1928, Mr. Gilbert Walker, a well-known Nakuru settler, obtained some Dalmatian seed which gave quite good results on his farm. The first flowers were gathered within twelve months of the planting of the seed, and the plants bloomed continuously for the greater part of the year. A number of samples were tested in the laboratory, and it was ascertained that the toxic value of the dried flowers was unusually high. Encouraged by these very favourable results, the acreage under cultivation was considerably extended. Later the local-grown seed was distributed to other farmers, and, in due course, the plant was being generally grown on farms throughout the Highlands, though only on a very limited scale and as an adjunct to general farming. Within two years of the introduction of the Dalmatian seed fair quantities of powdered pyrethrum flowers were being marketed in the Colony. Steady growth in the acreage of plantations continued, but for some time the whole of the production was absorbed in the manufacture of pyrethrum sprays for the coffee planters, who found them very efficacious in combating attacks of capsid and antestia. The method of application is to cover each coffee tree with a sheet and to spray beneath it. So effective has this proved that even the chameleons, which the farmers would much prefer to save, are destroyed.

Supplies for Export

Towards the end of last year the production began to exceed domestic requirements, and consignments of comparatively small quantities were shipped to this country and to the United States. Considerable interest was shown in these trial consignments, particularly in America, and the reports received proved most encouraging. Besides being of very good appearance the Kenya flowers were reported to contain as much as 0.50 to 0.60 per cent. of pyrethrin I. Some of the subsequent shipments have tested out to even higher figures. The growers were then inundated with inquiries from both American and English buyers, who have since continually pressed for shipment offers. Supplies available for export, however, are still very small in comparison with the considerable tonnage of world consumption.

Local Conditions

Although climatic conditions in almost every district in Kenya differ to an extraordinary degree, due in most instances to the widely varying altitudes, and the soil is by no means general in character, pyrethrum has been found to thrive in most of the localities where trial plantings have been made. It appears to flourish in most districts over 5,500 feet, but it is doubtful whether it can be produced remuneratively at lower altitudes. Other factors of importance are an adequate rainfall and a good labour supply. The recent prolonged drought has retarded development in certain districts, but generally speaking the plant has stood up to the vagaries of the climate remarkably well. Labour presents no difficulties at present, though with an improvement in the position of the staple crops it may not always be easy to secure an adequate supply throughout the pyrethrum areas. Once the crop is established it quickly covers the ground and hoeing, which with so many crops is a

serious expense, becomes unnecessary. Harvesting, however, needs a continuous supply of labour, which is mostly provided by women and children. The variable conditions of climate have so far been causing a certain amount of difficulty in the process of drying the crops. The flowers are dried on the farms and then sent in to the Kenya Farmers' Association at Nakuru, where they are baled. On the farms situated in the higher altitudes, where, during most of the year, mists are experienced, various experiments in drying the crops by artificial means are now being tried out. The problem is not looked upon as being either serious or insurmountable, and the Producers' Association have already given considerable attention to the subject and have gone a long way towards a satisfactory solution.

Government Research

The Department of Agriculture, which is doing its utmost to encourage and assist the new industry, is at present investigating the extent to which local conditions affect the pyrethrin content of the flowers. It is thought that some very interesting results will be presented on the completion of the research. Till recently the harvesting of the flowers was receiving insufficient attention, but this year there has been a marked improvement in the deliveries coming in from the growers. Besides high toxic value, Kenya pyrethrum growers will be able to offer their customers the very great advantage of freshly harvested flowers from one end of the year to the other. In its attempt to adjust itself to the peculiar conditions of the East African climate the pyrethrum plant flowers in Kenya for ten months in the year. This enables growers to harvest continuously, and arrangements have been made to ensure that only flowers in the right stage of maturity are gathered. As pyrethrum tends to lose its toxic value in store, consumers naturally prefer freshly harvested flowers. Kenya should therefore enjoy an advantage over other sources of supply where there is only one crop a year.

Increasing Production

In the meanwhile, however, every effort is being made to speed up production in order to meet the persistent demands of buyers in this country and in the United States. There are at present no records of the total acreage of the plantations in Kenya, and it is likely that the quantity of flowers available for export up to the end of 1935 will amount to the comparatively negligible figure of 100 tons or so. At the moment, pyrethrum is being grown on a small scale on the large majority of the farms in Kenya, but the plantations can be rapidly increased, suitable land being available in many parts of the Highlands. In these circumstances, the rate of increase in production will be pushed forward with the utmost rapidity. Even so, the world consumption is such that it will probably be quite fully four to five years before Kenya pyrethrum will be a serious competitor with the present sources of supply. The absolute need for shipping nothing but high-grade flowers is fully appreciated, and it is not improbable that the Pyrethrum Growers' Association may ask for Government grading to ensure the protection of Kenya's reputation as a grower of an exceptionally fine-grade product. It is hoped in this way to establish and rigorously maintain a high standard of quality so that consumers will know exactly what to expect when buying Kenya flowers.

Trade Report

Where possible scales of prices of chemicals are given for bulk down to small quantities. Prices recorded for crude drugs, essential and fixed oils and coal tar products are for fair sized wholesale quantities. Qualities of chemicals, drugs, essential and fixed oils, etc., vary, and selected brands or grades would be at higher values.

28 Essex Street, W.C.2, September 13

IN the main the better conditions in the markets reported last week have been maintained, with business progressing on moderate lines. Values are keeping at the recent slight improvement. Conditions of trading with Germany seem likely to become even more difficult at the end of this month; we refer to this subject on p. 321 in this issue. Sterling exchange rates remain at low levels; some recovery during the closing months of the year would follow the movements of the two previous years. In pharmaceutical chemicals business is keeping up fairly well and prices in most instances are about steady. PHENACETIN of British manufacture is quoted at very attractive figures. Conditions in the crude drugs markets are fairly satisfactory. Most of the recent recoveries in values are holding up and a steady business in modest quantities is being transacted. AGAR is again a point deater forward. CHAMOMILES continue firm at high prices on a limited supply. Considerable activity in MENTHOL is noted; chiefly speculative business and higher prices are being quoted. SENEGA is a poor market at low values. SENNA is keeping steady, but business has been of small account. Stocks of TRAGACANTH, according to the latest returns, continue to decline; market is firm. Essential oils have met with a sustained demand, with most business for small quantities. STAR, ANISE, is deater and firm. CASSIA is short on spot and deater forward. Ho is reported firmer for shipment. Shipment prices for new crop French LAVENDER are firm at good rates. LEMONGRASS has been more or less idle this week. A steady demand for West Indian LIME is reported. Japanese PEPPERMINT has been active and is quoted deater and firm, with forward positions at a premium. WORMSEED continues firm and slightly deater this week. In fixed oils, COTTON oils are deater on spot, and PALM oils are again firmer for shipment. LINSEED oil and AMERICAN TURPENTINE have been dull and are both easier.

Exchange Rates on London

THE following is a list of the chief Continental and other exchange rates at the opening on Thursday morning:—

Centre	Quoted	Par	September 13	Value of the £
Amsterdam ...	Fl. to £	12.107	7.30	12/1
Berlin ...	Mks. to £	20.43	12.41	12/1½
Brussels ...	Belgas to £	35	21.07	12/0½
Copenhagen ...	Kr. to £	18.259	22.40	24/8
Lisbon ...	Esc. to £	110	109½	19/11½
Madrid ...	Ptas. to £	25.22½	36½	28/9
Milan ...	Lire to £	92.46	57½	12/6
Montreal ...	Dol. to £	4.86½	4.86	20/0
New York ...	Dol. to £	nominal	5.00½	20/7
Oslo ...	Kr. to £	18.159	19.90½	21/11
Paris ...	Fr. to £	124.21	75½	12/1½
Prague ...	Kr. to £	164.25	118½	13/6½
Stockholm ...	Kr. to £	18.159	19.39½	21/2½
Warsaw ...	Zloty to £	43.38	26½	12/1½
Zurich ...	Fr. to £	25.2215	15.15	21/1½

Bank rate 2 per cent.

A drug auction will be held next Thursday, September 20.

Pharmaceutical Chemicals, etc.

A GOOD average volume of business is reported this week, with quoted values keeping quite steady. Phenacetin of British make is at attractive figures. Rochelle salts are maintained at last week's advance. Quinine salts show no further alteration.

ACETANILID.—Business quiet, market steady: B.P. crystals and powder, 1s. 5½d. to 1s. 8d. per lb., as to quantity.

AMIDOL.—Market is steady, inquiry for small quantities: 56 lb., 7s. 3d.; 28 lb., 7s. 6d.; 14 lb., 7s. 11d. per lb., in 7-lb. tins. Wholesale dealers' prices for smaller quantities would be deater.

AMIDOPYRIN.—Spot prices are lower than replacement costs; market quiet: crystals, five cwt., 18s. 9d.; two cwt., 19s. 1½d.; less than two cwt., 19s. 6d. per lb.; with powder, 2½d. per lb. extra.

AMMONIUM BENZOATE.—The market continues to be quoted at about 3s. 4d. to 3s. 6d. per lb., as to quantity.

AMMONIUM ICHTHOSULPHONATE.—A very fair inquiry with prices tending deater: one cwt., 1s. 7d., in 14-lb. tins; 1s. 8d., in 1-lb. tins; 1s. 11½d., in 8-oz. tins; and 2s. 1½d. per lb., in 4-oz. tins.

ASPIRIN (TABLETS).—The wholesale scale of prices is as follows: under 5,000, 3s. per 1,000; 5,000, 2s. 11d.; 10,000, 2s. 10d.; 25,000, 2s. 9d.; 50,000, 2s. 8d.; 75,000, 2s. 7d.; 100,000, 2s. 6d.; 250,000, 2s. 5d.; 500,000, 2s. 4d.; 1,000,000, 2s. 3d.; over 1,000,000, 2s. 2d. per thousand tablets. For over one million a rebate of 1d. per 1,000 on 10 million tablets over 12 months. Wholesale distributors' prices for smaller quantities would be deater.

BARBITONE.—The market is firm as quoted, on spot and forward: forward, one cwt., 12s. 10d.; 56 lb., 13s. 2d.; small parcels, up to 14s. per lb., f.o.b., Continent. Spot, small lots, about 14s. 9d. to 15s. per lb.

BROMIDES.—Makers' and dealers' prices are maintained; fair inquiry: ammonium, not less than five cwt., 1s. 9d.; one cwt., 1s. 10d.; 28 lb., 2s. 1d.; smaller quantities, 2s. 5d. per lb.; potassium B.P. crystals and granular, not less than five cwt., 1s. 6d.; one cwt., 1s. 7d.; 28 lb., 1s. 10d.; smaller quantities, 2s. 2d. per lb.; sodium B.P., not less than five cwt., 1s. 8d.; one cwt., 1s. 9d.; 28 lb., 2s.; smaller quantities, 2s. 4d. per lb., without engagement. Special prices for larger quantities.

BUTYL CHLORAL HYDRATE.—Average business; market steady: spot, 14 lb., 8s.; 7 lb., 8s. 3d.; 1 lb., 8s. 6d. per lb., in 1-lb. bottles.

CALCIUM LACTATE.—A moderate demand; market competitive: spot, one cwt., 1s. 0½d.; 56 lb., 1s. 1½d.; 28 lb., 1s. 2½d.; smaller quantities, up to 1s. 6d. per lb.

CHLORAL HYDRATE.—Home makers' prices keeping steady: duty-paid crystals, in 14-lb. free containers, five cwt., 3s. 1d.; one cwt., 3s. 2d.; 28 lb., 3s. 3d.; 14 lb., 3s. 4½d. per lb.; 28-lb. jars, one penny per lb. extra.

CITRIC ACID (B.P. CRYSTALS).—The market is competitive, with fair business reported. British material quoted at 9d. per lb., less 5 per cent. discount, nominal and without engagement. Dealers offering imported material at keen prices.

COCAINE.—Home trade prices are steady: hydrochloride, 25 oz., 25s.; 16 oz., 25s. 10d.; and less, 26s. 8d. per oz.; pure, 15 oz., 27s. 4d.; 16 oz., 28s. 2d.; less than 16 oz., 29s. per oz.; 1-oz. tins, 2½d. per oz. extra. Export prices vary as to destination.

CREAM OF TARTAR.—A steady business is reported with British 99 to 100 per cent. quoted at 82s. per cwt., less 2½ per cent. discount, nominal and without engagement. Dealers are quoting at competitive figures.

CREOSOTE (B.P.).—Market is steadier. Quantities in 25-kilo. demijohns, 1s. 8½d. to 1s. 9d.; smaller parcels, 1s. 10½d. to 2s. 2d. per lb.

GUAIACOL CARBONATE.—Offers at less than Continental figures are now difficult to locate. Two cwt., 9s. 10½d.; one cwt., 10s. 0½d.; less than one cwt., 10s. 2½d. per lb.

HEXAMINE.—Market is fairly steady but keen for large bulk business: British free-running crystals, five cwt., 1s. 8d.; two cwt., 1s. 8½d.; one cwt., 1s. 9d.; 14 lb., 1s. 11d.; smaller parcels, up to 2s. 2d. per lb.; powder, cwt. lots, 1s. 5d. and less for bulk quantities.

HYDROQUINONE.—Business has been rather less, with makers' prices for single deliveries and for contracts unchanged.

IODIDES.—Makers' scales of prices for these salts are unchanged.

LACTIC ACID (B.P.).—Fair business at competitive prices: quantities in carboys, 1s. 4½d. to 1s. 5d.; in winchesters and bottles, 1s. 6d. to 1s. 10d. per lb.

MERCURIALS.—There is no change to report in makers' prices. Chloride B.P. (calomel), one cwt., 4s. 9d.; less than one cwt., 4s. 10d. per lb.

METHYL SALICYLATE (B.P.).—Market is quoted unchanged; business limited: ten cwt., 1s. 5d.; five cwt., 1s. 5½d.; one cwt., 1s. 6d.; less than one cwt., 1s. 7d.; small quantities in bottles, up to 2s. per lb.

METHYL SULPHONAL.—Dealers report occasional small parcel business: two cwt., 17s. 6d.; one cwt., 17s. 11d.; 56 lb., 18s. 4d.; small parcels, 19s. 3d. per lb.

METOL.—Inquiry is limited; market steady: 28 lb., 9s. 6d.; 14 lb., 9s. 9d., per lb. carriage paid. Wholesale distributors' prices for smaller quantities would be dearer.

PARAFORMALDEHYDE.—A moderate business at competitive figures: 100 per cent. powder, quantities in kegs, 1s. 3d.; smaller parcels, up to 1s. 6d. per lb.

PHENACETIN.—British material continues to be quoted at well under cost of foreign landed: crystals or powder, ten cwt., 3s.; five cwt., 3s. 2d.; two cwt., 3s. 3d.; one cwt., 3s. 4½d.; smaller parcels, up to 4s. per lb.

PHENAZONE.—Market is keeping steady at about the quoted values: crystals, five cwt., 10s. 7½d.; two cwt., 10s. 10d.; and less, up to 11s. 6d. per lb.; with powder, 2½d. per lb. extra.

PHENOLPHTHALEIN.—Business is of small account. British material quoted: two cwt., 2s. 9d.; one cwt., 2s. 10d.; 28 lb., 3s.; 14 lb., 3s. 1d.; 7 lb., 3s. 2d.; smaller parcels, up to 3s. 6d. per lb.

PHENYL ETHYL BARBITURIC.—A fair business in limited quantities is reported: spot, 28s. 6d. to 29s. 6d. per lb., in 2-lb. bottles.

POTASSIUM PERMANGANATE (B.P.).—Dealers continue to do a steady business: quantities in two-cwt. drums, 9½d.; druggists' parcels, 9½d. to 11d. per lb., as to quantity.

POTASSIUM SULPHOGUAIACOLATE.—Market has remained dull. Spot, from 6s. 3d. to 6s. 6d. per lb., as to quantity.

PYROGALLIC ACID.—Makers' prices are maintained: 56 lb., 7s. 9d.; 28 lb., 8s.; 14 lb., 8s. 6d.; 7 lb., 9s. 3d. per lb., in 7-lb. tins. Wholesale distributors' prices for smaller quantities would be dearer.

QUININE SALTS.—Prices continue at the advance recorded last week: Sulphate, 2s. 1d.; bisulphate, 2s. 1d.; ethyl carbonate, 2s. 8½d.; salicylate, 2s. 9½d.; phosphate, 3s. 2½d.; hydrochloride, 2s. 7½d.; bihydrochloride, 2s. 10½d.; hydrobromide, 2s. 7½d.; bihydrobromide, 2s. 10½d.; valerianate, 3s. 7d.; hypophosphite, 3s. 10½d.; alkaloid, 2s. 11d. per oz., carriage paid on bulk quantities.

RESORCIN.—Some inquiry, with British material quoted unchanged: crystals, one cwt., 4s. 11d.; 56 lb., 5s.; 28 lb., 5s. 1d.; 14 lb., 5s. 3d.; 7 lb., 5s. 6d.; less than 7 lb., 6s. per lb.

ROCHELLE SALTS.—Makers' prices continue at the advances recorded last week. Rochelle salts, less than one cwt., 77s. 6d.; less than five cwt., 75s.; not less than five cwt. in one delivery, 72s. 6d. per cwt.; with crystals, 2s. 6d. per cwt. extra. Seidlitz, B.P., less than one cwt., 62s. 6d.; less than five cwt., 60s. 6d.; not less than five cwt. in one delivery, 58s. 9d. per cwt. Double seidlitz, less than one cwt., 69s.; less than five cwt., 67s.; not less than five cwt. in one delivery, 64s. 9d. per cwt. Carriage paid on one cwt. and over.

SACCHARIN.—The Convention price for 550 is 37s. 6d. per lb., duty paid, with rebates for quantities.

SALICYLIC ACID (B.P.).—Market steady on quotation; inquiry limited: five cwt., 1s. 7d.; one cwt., 1s. 7½d.; 28 lb., 1s. 8d.; 14 lb., 1s. 9d.; 7 lb., 1s. 11d.; 4 lb., 2s. 1d. per lb.

SANTONIN.—Prices do not seem to have been so well maintained this week where fair quantities were concerned. One kilo lots, £15 to £15 5s.; five to ten kilo lots, £14 10s. per kilo.

SODIUM DIETHYLBARBITURATE.—Continues steady, with average business: spot, one cwt., 14s. 6d.; 28 lb., 15s.; 14 lb., 15s. 3d.; 7 lb., 15s. 6d.; 1 lb., 16s. 6d. per lb. Wholesale distributors' prices for smaller quantities would be dearer.

SODIUM SALICYLATE (B.P.).—Rather more inquiry; quoted unchanged: home trade, powder or crystals, five cwt., 1s. 8½d.; one cwt., 1s. 9d.; 28 lb., 2s.; 14 lb., 2s. 2d.; 7 lb., 2s. 3d.; 1 lb., 2s. 6d. per lb.

SULPHONAL.—Some small parcel business has been done; dealers' prices steady: crystals or powder, two cwt., 14s.; one cwt., 14s. 5d.; 56 lb., 14s. 7d.; smaller parcels, up to 15s. per lb.

TARTARIC ACID (B.P. CRYSTALS).—Business continues on a fair scale, British makers quoting 1s. 0½d. per lb., less 5 per cent. discount, nominal and without engagement. Dealers offering imported material at keen prices.

THEOBROMINE.—Continental material to come forward is steady at former prices: pure, 250 lb., 6s. 6½d.; 100 lb., 6s. 8½d.; 50 lb., 6s. 11d.; less than 50 lb., 7s. 1d. per lb. Sodium salicylate, 250 lb., 6s. 4½d.; 100 lb., 6s. 5½d.; 50 lb., 6s. 6½d.; less than 50 lb., 6s. 7½d. per lb., net, carriage paid on minimum 50-lb. lots. Packages from 5 lb. upwards free.

THYMOL.—A little more inquiry; quoted unchanged: synthetic, fine white, two cwt., 5s. 7d.; one cwt., 5s. 9d.; 56 lb., 5s. 11½d.; 28 lb., 6s. 3½d.; 14 lb., 7s. per lb.; ex ajowan seed, one cwt., 8s. 3d.; 56 lb., 8s. 6d.; 28 lb., 9s.; 14 lb., 10s. per lb.

VANILLIN.—Business has been slightly better; market keen: ex guaiacol or clove oil, five cwt., 13s. 3d.; one cwt., 13s. 6d.; 56 lb., 13s. 9d.; less, 14s. per lb.

Crude Drugs, etc.

AGAR.—Firm conditions are reported for shipment: spot, Kobe No. 1, 1s. 11d. to 2s.; No. 2, 1s. 10d.; Yokohama No. 1, 1s. 10d. per lb.; shipment, Kobe No. 1, 1s. 8½d.; No. 2, 1s. 8½d.; Yokohama No. 1, 1s. 7½d. per lb., c.i.f.

ACONITE ROOT.—Dealers quoting Napellus at 62s. 6d. and Japanese at 52s. 6d. per cwt., spot.

ALKANET ROOT.—Spot supplies are available at about 45s. per cwt.

ANTIMONY.—Chinese crude for shipment is nominal at £21 10s., c.i.f.

BALSAMS.—Business has been of small account. *Tolu*, 1s. 10d.; *Canada*, 2s.; *Capivi*, 1s. 6d.; *Peru*, 5s. 4½d. per lb., spot.

BELLADONNA.—Some root is quoted on spot at 62s. 6d. to 65s. per cwt., testing 0.45. Leaves, in limited quantity, are mentioned at about 80s. per cwt.

BUCHU.—The average bale business continues, with prices very steady. Good green rounds, 1s. 3d. to 1s. 3½d.; ordinary to fair, 1s. 1d. to 1s. 2d.; ovals, quoted from 10d. to 11d. per lb., as to quality.

BURDOCK ROOT.—Some spot parcels are offering in the region at 65s. per cwt.

CAMPHOR.—The advanced prices for Japanese recorded last week are maintained: spot, slabs, 2s. 1d.; flowers, 2s. 1½d.; tablets, 2s. 5d. per lb.; shipment, slabs, 1s. 10d.; flowers, 1s. 10½d.; tablets, 2s. 1½d. per lb., c.i.f. English refined is still unchanged: flowers, one cwt., 3s. 1d.; 28 lb., 3s. 2d.; small lots, 3s. 3d. per lb. Transparent tablets, 4 oz., 8 oz., and 16 oz., 3s. 4d.; 1 oz. and 2 oz., 3s. 5d.; ½ oz., ¾ oz. and 1 oz., 3s. 6d. per lb.; special prices for contracts for quantities.

CANTHARIDES.—A parcel of Chinese flies is now being landed; quoted at about 4s. 3d. per lb., for small lots.

CASCARA SAGRADA.—Occasional business of moderate quantities; values holding steady. Shipment, 32s. 6d. per cwt., c.i.f., and less for car-load lots. 1933 peel, on spot, 40s. per cwt.

CELERY SEEDS.—Small spot parcels are steady at about 2s. 2d. per lb.

CHAMOMILES.—Market continues firm, with supplies limited. Good white flowers, 240s. to 250s.; seconds, 220s. to 230s. per cwt., spot.

CLOVES.—Business has been rather less, but the market is quite steady. Zanzibar, spot, 6d.; shipment, October-December, 5½d. per lb., c.i.f.

The landings of Zanzibar in London during the week ended September 8 were 300 and the deliveries 37, leaving a stock of 3,815. From January 1 to date landings of Zanzibar have been 4,215 and the deliveries 2,919. Landings of Madagascar for the week ended September 8 were nil and the deliveries 51, leaving a stock of 662. From January 1 to date, landings of Madagascar have been 296 and the deliveries 616 packages.

COCOA BUTTER.—Values for prime English are unchanged at about 8½d. to 9½d. per lb., as to quantity.

COCONUT (DESICCATED).—Values show a recovery and the market is firmer. Spot, fine, 15s. 9d.; medium, 15s. 9d.; shipment, halves, September-October, 15s. per cwt., c.i.f.

COD-LIVER OIL.—Bergen reports that shipments to September 10 totalled 56,312 barrels, compared with 57,140 barrels at the same date in 1933 and 55,023 barrels in 1932. Export inquiry continues on a good scale and the market is reported as quite steady, with finest Lofoten steam-refined non-freezing medicinal oil at 88s. per barrel, c.i.f. Spot, in small lots, 130s. per barrel, ex store, duty paid. Newfoundland, finest non-freezing medicinal oil, 132s. per barrel, ex store. British non-freezing medicinal oil, 125s. per barrel, c.i.f., London, duty free.

DERRIS ROOT.—Spot lots of limited quantities are well held at about 1s. 2d. per lb. for good testing root.

ERGOT.—Values steady; moderate business in small lots. Spanish, 1s. 8d.; Portuguese, 1s. 7d.; Polish, 1s. 6d.; Russian, 1s. 4½d. per lb.

GENTIAN.—Supplies of French root are available in the region of 45s. per cwt., spot.

GINGER.—The market has been dull and is quoted cheaper. West African, spot, 27s. per cwt.

GUM ACACIA.—Business is restricted, with some cheap spot sellers: spot, Kordofan cleaned sorts, 37s. 3d.; bleached, 70s. to 72s. 6d. per cwt.; shipment, Kordofan cleaned sorts, 36s. per cwt., c.i.f.

HONEY.—Business has been rather slow; market steady. Jamaican, 32s. 6d. to 45s. per cwt., for dark to pale. Californian white clover, 47s. 6d. to 50s. San Domingo, pale amber, 36s. Cuban, dark to pale, 31s. 6d. to 40s. per cwt., spot.

HYDRASTIS.—Market steady but dull. Spot, 5s.; shipment, 4s. 6d. per lb., c.i.f.

IPECACUANHA.—Business has been fair, with values fully steady. Matto Grosso, 4s. 6d. per lb.; Minas, 3s. 10d. per lb.

LIQUORICE ROOT.—The demand for natural root is poor; quoted at £13 10s per ton spot.

LOBELIA HERB.—Conditions here are still disappointing, with values at a low level. Spot, about 1s. 2d.; shipment, about 9½d. per lb., c.i.f., for a quantity.

MENTHOL.—On quotation the tone is firmer, and the market has attracted a good deal of interest; business has been largely speculative. The shipment position is firm and is supported by the strong rumours of substantial crop shortage, to which we referred last week. Although firm at the moment, and with fair indications of strength at the source, the market is liable to be affected by other circumstances. K'S brands, 11s.; in bond, 10s.; afloat, 10s.; shipment, October-December, 10s. 1½d. per lb., c.i.f., from resellers. Japanese shippers are now quoting from 10s. 4½d. up to 10s. 9d. per lb., c.i.f.

MERCURY.—Quotations are steady, but a modest business passing. Shipment, 56 dollars 50 cents to 57 dollars, f.o.b. Continent. Spot, in small lots, £11 10s. per bottle.

PEPPER.—Values show a good advance; business moving, market steady. Lampong, spot, 5d.; shipment, August-October, 4½d.; October-December, 5½d.; January-March, 5½d., c.i.f. Tellicherry, spot, 5½d.; shipment, September-November, 53s. 6d., c.i.f. Aleppy, spot, 5½d.; shipment, September-November, 52s., c.i.f. White Muntok, spot, 10½d.; shipment, August-October, 10d.; October-December, 10½d.; January-March, 10½d., c.i.f. Delivery, October, 10½d.; January, 11½d. per lb.

PIMENTO.—Market has been rather quiet. Spot, 2½d. per lb.; shipment, October-December, 21s. per cwt., c.i.f.

QUILLAI BARK.—Spot supplies of whole bark are quoted at 29s. per cwt., and crushed at 35s. per cwt.

RUBBER.—With business on a rather restricted scale the market is level on the week and closes steady. Standard ribbed smoked sheet, spot, 7½d.; September, 7½d.; October, 7½d.; October-December, 7½d.; January-March, 7½d.; April-June, 8d. per lb.

SEEDS.—ANISE.—Spot Spanish, 62s. 6d.; Bulgarian, 47s. CARAWAY.—Sellers of Dutch at 35s., duty paid. CORIANDER.—Morocco 1933 crop offered at 14s. 9d., duty paid. New crop for shipment quoted at 10s. 9d. Very little business passing. CUMIN.—Morocco offered at 55s., duty paid. FENUGREEK.—Morocco, spot, 13s., duty paid. MUSTARD.—English, 25s. to 32s. per cwt., according to quality.

SENEGA.—Values remain at a low level; inquiry limited. Shipment is at about 1s. 0½d. per lb., c.i.f. and spot offers of small parcels about 1s. 2½d. per lb.

SENNA.—There is little of interest to comment upon in this article. Values for the Tinnevely new crop leaves and pods are steadily maintained. In Alexandrian the hand-picked pods are not available here, but plenty of manufacturing at cheap, figures, but little demand for same.

SHELLAC.—Quoted cheaper on the week; business slow, spot practically idle. Spot, standard TN orange, 93s. to 98s.; fine orange, 120s. to 150s.; pure button, 122s. 6d. per cwt. For arrival, TN, September-October, 91s., c.i.f. For delivery, TN, October, 93s.; December, 94s. 6d. per cwt.

TONKA BEANS.—Values are fully steady for fair frosted, on spot quoted from 3s. per lb.

TRAGACANTH.—Landings during August amounted to 494 packages and deliveries ex warehouse 625 packages:—

	1934	1933	1932	1931
Stocks (August 31) ...	5,180	5,369	14,725	11,356
Landed to date " ...	5,370	4,242	10,731	7,079
Delivered " ...	5,560	9,777	7,664	6,558

A quieter week of business has been experienced, but values for all grades are fully maintained.

VALERIAN ROOT.—Dealers offering spot root at about 60s. per cwt.

WAX (VARIOUS).—BEES'.—Business has been fair, with values quite steady. Abyssinian, spot, 102s. 6d.; shipment, 89s., c.i.f. Benguella, spot, 105s.; shipment, 89s., c.i.f. Conakry, spot, 105s.; shipment, 87s. 6d., c.i.f. Dar-es-Salaam, spot, 105s.; shipment, 96s., c.i.f. nominal. Madagascar, spot, 100s.; shipment, 82s. 6d., c.i.f. CARNAUBA is fully steady. Fatty grey, spot, 110s.; in bond, 100s.; afloat, 100s.; shipment, September-October, 100s. per cwt., c.i.f. Chalky grey, spot, 102s. 6d.; in bond, 92s. 6d.; shipment, 92s., c.i.f. Primeira, scarce on spot at 105s.; in bond, 150s.; shipment, 145s. per cwt., c.i.f.

Essential Oils, etc.

WHILE there has been a fair general business this week, main interest has centred round Japanese peppermint, which, on speculation, shows a sharp advance and is reported firm for shipment. Wormseed is again dearer. Star anise and cassia are slightly better. French lavender, new crop, is settling down at high values.

ALMOND.—Occasional small inquiry. Foreign, cwt. lots, 2s. 4d.; smaller parcels, up to 2s. 7d. English, cwt. lots, 2s. 6d.; smaller parcels, up to 2s. 8d. per lb.

ANISE (STAR).—Conditions in this market are firmer; fair inquiry: spot, "Red Ship," in leads, 1s. 11½d. to 2s.; in tins, 1s. 10d.; in drums, 1s. 8½d.; shipment, in leads, 1s. 10½d.; in tins, 1s. 9d.; in drums, 1s. 8d. per lb., c.i.f.

BAY.—Dealers are quoting 49 to 50 phenol in the region of 5s. 1½d. per lb. Market quiet.

BERGAMOT.—Some inquiry for shipment, with prices ruling about 5s. 3d. to 5s. 4d. per lb., c.i.f. Spot oil is available round about 5s. 4d. to 5s. 6d. per lb., as to quality and quantity.

BOIS DE ROSE.—Market is steady, but business is not of much account. Brazilian, spot, 4s. 9d. to 5s.; shipment, 4s. 6d. per lb., c.i.f.

CAJUPUT.—Average small business, quoted steadily from 2s. to 2s. 3d. per lb.; green, 1s. 9½d. to 1s. 11d. per lb., as to quantity.

CANANGA.—The shipment market is again quoted dearer at about 8s. 10½d. per lb., c.i.f., which would make spot about 10s., but there would be sellers at less.

CARAWAY.—A fair business; market steady. Dutch rectified, five cwt., 8s. 6d.; one cwt., 8s. 10d.; smaller quantities, up to 9s. 5d. per lb.; crude, 5d. per lb. cheaper.

CASSIA.—With supplies on spot reported very limited the value has moved up to 3s. 11d. to 4s. per lb.; shipment is dearer from 3s. 3d. per lb., c.i.f.

CEDARWOOD.—Market is competitive, with a fair business being done. American, in drums, 1s. 4d., spot, and 1s. 2d. per lb., c.i.f. African is quoted at competitive prices.

CINNAMON LEAF.—Market is fully steady. Ceylon oil, on spot, 2s. 9d. to 3s. per lb., as to quantity.

CITRONELLA.—A little more interest has been shown in these oils and some business is reported. Ceylon, shipment, 1s. 0½d. per lb., c.i.f.; spot, in small lots, 1s. 3½d. to 1s. 4d. Java, for shipment, 1s. 2½d. per lb., c.i.f., and spot about 1s. 0d. for small parcels.

CLOVE.—This market tends to be firmer; business on a good scale. Madagascar, spot, 3s. 4d. to 3s. 6d.; shipment firm at 2s. 5d., c.i.f. English-made B.P., unchanged at 3s. 6d. to 3s. 9d. per lb., and less for bulk quantities.

EUCALYPTUS.—A little more inquiry, mostly for the Empire oil. Australian, 70 to 75 per cent., 11½d. to 1s.; 80 to 85 per cent., 1s. to 1s. 1d. per lb., landed, in fair quantities. Spanish, 70 to 75 per cent., 1s. 2d. per lb.

GERANIUM.—The shipment quotation for good-quality Bourbon is rather dearer at about 20s. 6d., c.i.f., with some interest shown. Spot oil varies in value as to quality at about 22s. 9d. per lb., for small parcels.

GINGERGRASS.—Hardly any inquiry being received. Spot, 5s. 1½d.; shipment, 4s. 4½d. per lb.

HO (SHU).—The shipment market is advised as tending firmer. Spot offers are maintained at 1s. 11d. to 2s. 1d. per lb., as to quantity and quality.

LAVENDER.—Further advice from the source indicates that shipment quotations for new crop French oil are beginning to settle down. The general tone is one of firmness, with prices likely to be on a comparatively high level for genuine unadulterated oil. The lowest prices so far notified for a good standard brand are as follows, but there are others at a substantial premium: 50 to 52 per cent., 20s. 6d.; 40 to 42 per cent., 17s. 3d.; 38 to 40 per cent., 16s. 9d.; 36 to 38 per cent., 15s. 3d.; 30 to 32 per cent., 14s. per lb., landed. Lavandin, new crop, is offered at 10s. per lb., landed. These prices are for good quantities to come forward.

LEMON.—The shipment market for Sicilian oil, described as hand-pressed, is not meeting with much business; quoted from 3s. 3d. to 3s. 6d. per lb., c.i.f., as to brand. Spot oil, about 3s. 6d. to 3s. 8d. per lb. Californian, in large drums, 1s. 10½d.; in small drums, 1s. 11½d. per lb., spot.

LEMONGRASS.—There has not been much interest taken in the market this week; values about unchanged: shipment, September-October, about 3s., c.i.f.; spot is in very short supply and nominal at about 3s. 9d. per lb.

LIME.—A fair amount of small parcel business continues, with prices for West Indian distilled at about 22s. to 23s. per lb., as to quantity.

MANDARIN.—Some occasional small spot business. Quoted from 13s. 9d. to 14s. 9d. per lb., as to quality.

NEROLI.—Market steady, with dealers quoting 14s. 6d., 16s., 3d., 20s. 6d. and 22s. 6d. per oz., as to quality.

NUTMEG.—English-made oil is leading the market at about 5s. 3d. to 5s. 4½d. per lb., as to quantity. American, 5s. 4d. per lb., c.i.f.

ORANGE.—Genuine Sicilian sweet for shipment is nominal, with oil, described as such, quoted from 6s. to 7s. per lb., c.i.f. The spot price varies as to quality from 6s. 9d. up to 8s. 6d. French Guinea oil on spot in good quantities would be about 3s. to 3s. 3d. per lb. Californian oil continues to find fair business; spot, one case, 2s. 4½d.; two or more cases, 2s. 4½d. per lb.

PALMAROSA.—Business is still quite negligible. Spot, 5s. 6d.; shipment, 4s. 9d. per lb., c.i.f.

PATCHOULI.—A further advance in the shipment market is reported, with the price for Singapore now up to 6s. 2d. per lb., c.i.f. Spot is at about 6s. 6d. per lb.

PEPPERMINT.—During the week there has been considerable interest shown in the Japanese oil, but most of the business done has been speculative. Paper values show a sharp advance, with forward at a premium over spot. So many conditions which may affect the market have yet to develop that it would be mere guesswork to indicate the future trend of values. Japanese shippers are, at the moment, certainly firm, but it has yet to be seen whether the market is as strong forward as current quotations suggest. Spot, 4s. 4d.; afloat, about 4s. 5d.; shipment, October-December, 4s. 6d. per lb., c.i.f., from re-sellers. Japanese shippers quoting 4s. 7½d., c.i.f. The American natural oil, in drums, is being offered rather more freely, with the shipment quotation now at about 3 dollars 40 to 50 cents per lb., c.i.f. The market continues fully steady.

PETITGRAIN.—Values are keeping fully steady; business limited. Spot, 4s. 3d.; shipment is holding at 3s. 8½d. per lb., c.i.f.

SASSAFRAS.—A fair business is reported, with the price for good-quality oil in the region of 3s. 3d. per lb. Artificial oil at cheaper figures.

SPEARMINT.—Market is fully steady and tends rather firmer forward. Spot, 9s. 9d.; shipment, 8s. 10½d. per lb., c.i.f.

SPIKE.—The shipment market for best-quality genuine Spanish oil, new crop, is very firm from 5s. 3d. and upwards per lb., c.i.f., with inquiry fairly active.

WORMSEED.—Market continues firm, with values showing a further advance. Spot, 10s. 3d. for small lots; shipment is dearer at 9s. 2d. per lb., c.i.f.

Fixed Oils, etc.

COTTON oils are quoted at better figures and business has been better. Palm oils for shipment are again dearer. Business generally has been a little better this week. Linseed oil and American turpentine have been dull and are slightly lower. ACID OILS.—Business fair; market steady: coconut and/or palm kernel, 16s.; groundnut, 14s. 6d.; soya, 14s. 3d. per cwt., in barrels, spot. CASTOR.—Average business; quoted unchanged: pharmaceutical, 38s.; first pressings, 33s.; second pressings, 30s. (barrels); cases, £4 per ton extra, ex mills. Hull, in not less than one-ton lots; Bombay, 23s. 3d. (drums), c.i.f. COCONUT.—Market is steadier, with a little more business reported: deodorised, 23s. (barrels), spot; Ceylon, 13s. 6d. per cwt. (drums), c.i.f. COTTON.—Values are rather dearer; market steady and business on a fair scale: deodorised, 21s. 3d.; common edible, 19s. 9d.; soapmaking, 18s. 9d.; crude, 16s. 6d. (barrels), spot. GROUNDNUT.—A moderate business; market steady: deodorised, 27s. 3d. (barrels), spot; crude Oriental, 23s. 6d. per cwt. (drums), c.i.f. LINSEED (RAW, NAKED).—A further decline in values is recorded, with the market steady. Spot, 21s. 3d.; September, 19s. 7½d.; October-December, 19s. 10½d.; January-April, 20s. 1½d.; May-August, 20s. 4½d. per cwt. Boiled oil, spot, 23s. 6d. per cwt. OLIVE.—Market is steady; business rather poor: edible, in tins in cases, 70s. per case of 10 gallons; B.P., 5s. per gallon, in 40-gallon barrels. PALM.—Values for shipment are again dearer; market firm: Lagos, 14s. 4½d., shipment; softs, 13s. 9d., shipment; mediums, 14s. 6d., shipment; hards, 15s., shipment; bleached, 17s. 6d. per cwt., spot. PALM KERNEL.—Market has been quiet, but is about steady: deodorised, 22s. 9d.; crude, 17s. per cwt., spot. RAPE.—Slightly cheaper on a dull market. Refined, 31s. 3d.; crude, 29s. 6d. per cwt., spot. RESIN.—Values are about level on the week: B, 13s. 3d.; D, 13s. 6d.; F/G, 13s. 9d.; N, 14s. 9d.; W/G, 15s. 6d.; W/W, 16s. per cwt., ex wharf. SOYA.—Quoted steadily; business fair: deodorised, 23s. 3d.; crude, 20s. per cwt., spot. TURPENTINE, AMERICAN.—Market has been dull and is quoted slightly easier. Total London stocks, 10,874 barrels. On spot, 41s. 3d.

Commercial Notes

INDIAN SENNA EXPORTS.—Exports for the fiscal years ending March 31, 1932, were 40,800 cwt.; 1933, 60,500 cwt.; and 1934, 59,200 cwt.

U.S.A. IMPORTS OF CINCHONA BARK.—Arrivals during June totalled only 40,000 lb., valued at \$12,000, compared with the average of 107,000 lb. for the previous five months of this year.

IRISH FREE STATE CHEMICAL TRADE.—Returns for July, 1934, show imports of medicines and medicinal preparations valued at £13,599 as against £15,111 for the same month in 1933, making for the seven months to July £106,531 as compared with £152,488. Perfumery and cosmetics imported were valued at £5,409 as against £6,038, or for the seven months £38,821 as against £46,917.

INDIAN ESSENTIAL OIL EXPORTS.—Exports of lemongrass, palmarosa and other essential oils during the three fiscal years ended March 31, 1932, 1933 and 1934, were as follows:—

	1931-32	1932-33	1933-34
	Gallons	Gallons	Gallons
Lemongrass oil	59,700	43,100	45,400
Palmarosa oil	6,600	7,400	8,300
Other sorts	2,200	1,800	2,000

ITALIAN LIQUORICE ROOT AND JUICE EXPORTS.—Shipments for the past six years of root were as follows:—

	Quintals	Lire
1928	14,733	3,783,000
1929	8,678	2,068,000
1930	13,383	3,039,000
1931	12,864	2,717,000
1932	5,614	1,059,000
1933	8,078	1,182,000

The chief destination was the United States, with 13,775 quintals in 1928; 7,693 in 1929; 12,339 in 1930; 11,770 in 1931; and 4,270 quintals in 1932. Shipments of juice for the past six years were as follows:—

	Quintals	Lire
1928	8,251	7,249,000
1929	9,504	8,012,000
1930	7,109	6,005,000
1931	7,963	5,750,000
1932	8,853	5,179,000
1933	7,412	4,013,000

The chief destinations were Germany, Belgium and Holland, accounting for 65 per cent. of the shipments.

BULGARIAN ROSE CROP, 1934.—The crop of rose flowers totalled 5,342,000 kilog., compared with 13,100,000 kilog. in 1933, and an average of between seven and eight million kilog. in normal years. Oil distilled this season amounted to 1,500 kilog., compared with 3,450 kilog. in 1933, and an average of 2,000 kilog. in normal years. It is reported that the Agricultural Bank of Bulgaria holds the 1934 crop and the carry-over from previous years. Exports in 1933 amounted to 1,425 kilog., valued at 52,318,000 leva, as against 919 kilog., valued at 37,970,000 leva, in 1932. Exports during the first quarter of 1934 amounted to 186 kilog., valued at 5,817,000 leva, as compared with 386 kilog., valued at 15,784,000 leva, during the corresponding period of 1933. During April, 1934, exports amounted to 181 kilog., valued at 5,308,000 leva. Exports in April, 1933, were only 69 kilog., valued at 3,009,000 leva.

CANADIAN CITRIC ACID IMPORTS.—Arrivals during January-March, 1934, totalled 496,842 lb., valued at \$90,914, compared with 403,867 lb., valued at \$83,722, for the same period of 1933. The chief sources were as follows:—

	January-March, 1933 and 1934			
	1933		1934	
	Pounds	Value	Pounds	Value
United Kingdom	306,903	\$66,147	426,865	\$72,844
United States	14,306	4,767	23,973	7,374
Belgium	49,320	7,768	41,405	8,395
Italy	31,228	4,680	—	1,531

Correspondence

Letters should be written on one side of the paper only. Correspondents may adopt an assumed name, but must in all cases furnish their real name and address to the Editor

The Activity of Digitalis

SIR,—Now that the three digitalis preparations of the Pharmacopœia are all based on the International Standard, the unit of activity has become of more importance than the actual weight of the drug. The International Standard is 10 units of activity per 1.0 gram of leaf. Digitalis leaf when grown in England and dried under scientific control generally has a greater activity than this. We often have leaf containing 18 units per 1.0 gram or 0.56 gram of leaf equivalent to 1.0 gram of the International Standard. We therefore think that a more equitable basis than that of weight is desirable for the sale of such leaf. Two alternatives present themselves:—(1) To sell the leaf at a price per 1,000 units, in which case the actual weight will vary; (2) to sell on the actual weight but vary the price, making an additional charge for the strengths over that of the International Standard. We should be interested to hear the opinion of users of digitalis leaf.—Yours faithfully,

For STAFFORD ALLEN & SONS, LTD.,
KENNETH C. ALLEN, Director.

Cowper Street, London, E.C.2.

Another Dispensing Scare

SIR,—On opening a recent copy of a well-known weekly paper, I was confronted by the following, "The Great Panel Patient Scandal—Black Sheep Chemists." This headline was followed by an article which should raise a unanimous chorus of protest from every chemist in the country. The article commences as follows:—"One million wrong, inaccurate prescriptions a year in London alone. One million bottles of medicine which are not 'what the doctor ordered.' One million bottles dispensed to sick and ailing people which may be totally useless or actually harmful. . . . That is an official figure." It is interesting to note how the writer of the article arrives at his official figure. Mr. H. S. Fowler, the chairman of the London Health Insurance Committee, stated that one out of every seven "test" prescriptions taken in the London area was wrongly dispensed. The article states that as one out of every seven "test" prescriptions was inaccurate, and 8,000,000 prescriptions are dispensed annually in London alone, therefore it follows that one million of these prescriptions are wrongly dispensed. Obvious, isn't it? That's logic, that was! Therefore, if in a group of fifty persons chosen indiscriminately from the inhabitants of London I find that seven have red noses and are splay-footed, it follows that there are 1,000,000 red-nosed, splay-footed persons in London. It sounds ridiculous, but the argument is exactly similar to the argument employed in the offensive article. Not content with the foregoing misrepresentation of facts, the article proceeds to accuse the chemist of dispensing "'muck' as medicine," and supplying "'dud' dressings." Continuing the catalogue of crimes, chemists dispense paregoric without opium; ammoniated quinine without ammonia; digestive tablets without any digestive properties; aspirins which are three parts chalk. In fact, one wonders if there is any crime which a chemist is incapable of committing. As in previous articles, the same paper has made a scurrilous attack upon panel doctors, perhaps the next dose of "poison-gas" will be administered to the panel patients. . . .—Yours faithfully,

C. H. ROBINSON, M.P.S.

London, S.E.24.

SIR,—Your contemporary sometimes puts his microscope over a slight error and magnifies it into a criminal mistake. How easy to say of a sixteen-dose bottle of medicine with, say, 15-gr. doses of mag. sulph. and a discrepancy of 1 gr. in $\frac{1}{2}$ oz.: "Appalling carelessness in dispensing—grave overdose of 16 grains in a mixture"! Dispensing scales are used for compounding all prescriptions, but the analyst uses for checking these a

chemical balance. The same principle applies to measuring. Analytical accuracy is not required in dispensing; if it were, the work of the world would stand still. The "liniment which was merely soft soap" amuses me; how was it applied? Of "aspirins which were three parts chalk" we ask: Three parts of chalk in 1,000 or 1,000,000? "Adulterated rubbish or 'dead' barks and roots" is distinctly untrue. The panel patient always gets the same care and courtesy as his wealthier brother. How about the special ointment which may take about an hour to compound? I believe that "John Bull" has over-estimated the amount of harm done by the black sheep, who are very much in the minority both in the medical profession and the dispensing chemists' business. The healing art is one of the noblest on earth.—Yours, etc.,

E. H. G. B. (10/9).

[The subject is dealt with editorially on p. 333.]

Medical Preparations in Sweden

SIR,—We learn that a Statutory Order has been issued in Sweden for the regulation of trade in proprietary medicines. This is of great importance to manufacturers and other exporters of medicated preparations to Sweden. The Order in Council came into force on July 1 last. A pharmaceutical speciality (proprietary medicine) may not be sold unless it has been entered on the register which is kept by the Medical Council, who will allot a specific number to each registration. A committee of five members will be appointed by the King on the recommendation of the Council and the Board of Trade, which will assist the Council on matters concerning registration. Application must be made setting out details of each preparation to be sold in Sweden. Under Section 16 of the Order, any person selling a pharmaceutical speciality that is not registered shall be liable to punishment by fine. It is important that manufacturers and others concerned by this Order, who are already exporting to Sweden, should take immediate steps in the matter, and in any case not later than December 31, 1934. We shall be pleased to furnish any of your readers with further information that may be required.

Yours faithfully,

REGINALD W. BARKER & Co.

56 Ludgate Hill, London, E.C.4.

Difficulties of Photographic Business

SIR,—Regarding your report that camera sales have dropped alarmingly on Merseyside (C. & D., September 1, p. 276), may I say that the same thing applies on the countryside? In fact I have not sold a camera for the last three months. I have just returned from my annual trip to the sea. I took particular note of the distribution of photographic goods in the shops. I am accustomed to unauthorised dealing in my village, but my sympathy is with chemists in seaside towns. One finds a chemist with really good displays of cameras and films, yet two or three doors away a nondescript shop dealing in papers and a few books also selling films. I wondered if all these people were authorised dealers and if it was necessary. If it is unauthorised I contend that it could be stopped by the manufacturers alone, if they wished, by cutting out the wholesale dealing and supplying only direct. This would be no hardship. The man who is unable to buy £1 worth of films is hardly a photographic dealer. Then they could code all films (it is done with some patent medicines) and the black sheep could be traced. Unauthorised dealing has been going on in my village for several years; the Photographic Dealers' Association apparently cannot stop it, and the manufacturers do not appear to be any more interested than the makers of cameras who allow thousands of their cameras to be distributed at a price lower than dealers can buy them for.—Yours faithfully,

COUNTRYSIDE (4/8).

Legal Queries

T. C. C. (15/8).—Extract of cannabis comes within Part I of the provisional Poisons List and is also specifically mentioned in the First Schedule. Consequently, as the Poisons Rules are now drawn up it follows that a preparation containing extract of cannabis could only be sold in accordance with the conditions set forth in Part 3 of the Poisons Rules (*THE CHEMIST AND DRUGGIST*, August 11, p. 199).

R. C. (19/10).—In the case of a preparation the formula of which is not contained in the B.P., the B.P.C. or the National Health Insurance Tariff, and which comes within the scope of the Dangerous Drugs Acts, the prescriber must indicate on the prescription the total amount of the "dangerous drug" to be supplied. Thus, in the case you mention the prescriber must add on the prescription the amount of morphine contained in the amount of the proprietary preparation to be dispensed.

J. E. S. (14/2) has turned his business into a private limited company, with the result that "Ltd." has been added to his previous trading style. He has a stock of labels that he wants to use up. Must the "Ltd." be added? [In the case of labels affixed to ordinary stock we do not think that the omission of the "Ltd." would matter; but we think that labels affixed to poisons should bear the full name of the company, including the "Ltd.," in order to comply with the statutory requirement that "the name and address of the seller" must be on the container.]

W. H. (2/10) owns two small houses in a country town which are rated at £9 each. The houses have been in the occupation of the same tenants for many years and one of the tenants is in arrears with his rent. Is "W. H." entitled to apply, under the new Rent Restriction Act, to have the houses placed on the register of decontrolled houses? [As the rateable value of the houses is under £13, "W. H." cannot have them placed on the register unless they have already become decontrolled at some time in the past. On the other hand, even if the houses remain subject to the protection of the Acts, the Court may make an order for possession upon the ground that a tenant does not pay his rent.]

S. S. (8/8).—According to the provisions of the Petroleum (Consolidation) Act, 1928, petroleum spirit may not be kept without a licence. However, an exception is made in the case of petroleum spirit kept either for private use or for sale so long as: (a) it is kept in separate glass, earthenware or metal vessels, securely stoppered and containing not more than one pint each; and (b) the aggregate amount would not, if the whole content of the vessels were in bulk, exceed three gallons. Section 5 of this Act requires that the vessel containing petroleum spirit shall bear a label showing, in conspicuous characters, the words "Petroleum Spirit" and "Highly Inflammable," and the name and address of the vendor.

E. S. O. (2/6) has occupied a "lock-up" shop for the past ten years at a rent of £30 a year. The rent was previously £20 a year. Was the increase of rent legally justified? "E. S. O." has now bought another shop and is vacating the premises of which he has been tenant. Is he entitled to remove counter and wall cases and other "tenant's fixtures"? During the tenancy he had the shop wired for electric light. Is he entitled to any compensation for the expense incurred or to remove the fittings? [The Rent Restriction Acts do not apply to "lock-up" shops, and so the landlord is entitled to charge whatever rent he can get. The general principle governing the removal by a tenant of fixtures and fittings is that they may be taken away unless they are fixed in such a way that their removal will cause damage to the property. The removal of a few nails or screws would be permissible so long as the place from which the "fixture" is removed is restored to its original condition. No compensation for the cost of installing electric light can be recovered, but the electric light fittings can be removed subject to the restriction mentioned above.]

Miscellaneous Inquiries

When samples are sent particulars should be supplied to us as to their origin, what they are, what they are used for, and how. We do not undertake to analyse and report upon proprietary articles nor to publish supposed formulas for them.

GREY HAIR (8/84).—*HAIR DYES.*—The following formulas for one-solution black hair dyes are given in "Pharmaceutical Formulas," Vol. II:—

I				
Pyrogallol	...	...	...	5 gm.
Sodium sulphite...	...	...	...	10 gm.
Ferric chloride	...	...	...	10 gm.
Distilled water	...	...	...	200 c.c.
Nickel nitrate	...	...	...	20 gm.

The sodium sulphite should first be dissolved in the prescribed amount of water, then the pyrogallol and finally the metallic salts. The bottles should be well corked and completely filled, to prevent oxidation of the contents.

II				
Pyrogallol acid	...	...	...	20
Rectified pyroligneous acid	...	...	...	250
Alcohol (90 per cent.)	...	...	...	650
Eau de Cologne	...	...	...	100

Amidol Hair Dye, Black

Amidol	...	...	...	80 gr.
Sodium sulphite...	...	...	...	120 gr.
Alcohol (10 per cent.)	...	...	...	1 oz.

It should not be overlooked that the effect of any dye may be influenced by previous applications to the hair.

C. K. (3/78).—*EMBALMING FLUID.*—Martindale, Vol II, p. 593, states: "If it is impossible to make the autopsy at once a preservative may be injected into the body until such time as convenient: about 300 c.c. of a 5 per cent. solution of formalin suffice." Other formulas for preservative injection fluids are as follows:—

I					II				
Salicylic acid	...	...	4		Thymol	...	...	1	
Boric acid	...	...	5		Alcohol (denatured)	...	...	16	
Potassium Carbonate	...	...	1		Glycerin...	...	...	320	
Cinnamon oil	...	...	4		Water	...	...	160	
Clove oil	...	...	3		III				
Glycerin...	...	...	40		Potassium nitrate	...	...	4	
Alcohol (denatured)	...	...	96		Potassium carbonate	...	...	4	
Hot water	...	...	96		Glycerin...	...	...	100	

C. J. W. (20/68).—*GOLDFISH DISEASE.*—There is little information available regarding the loss of scales and colour by goldfish. Such occurrences are not uncommon, but the fish appear quite normal and live happily. Unfavourable conditions, such as low temperature, may perhaps account for it, but the condition seems to occur without any ill effects, and it is possible that advancing age is the sole cause. So far as we are aware there is no remedy.

Retrospect of Fifty Years Ago

Reprinted from

"The Chemist and Druggist," September 15, 1884

Dr. J. Collis Browne

Dr. John Collis Browne, the inventor of the formula for chlorodyne . . . died, on August 30, at his residence . . . at the age of sixty-six. Dr. Collis Browne was an Army surgeon until 1857. . . . After retirement from the Army, Dr. Browne busied himself with many inventions, chiefly in connection with ships' propulsion. We do not know that he ever studied engineering, but it is certain that his inventions in regard to screws, raising ships, and designs for their building, are of considerable value. He planned the method of raising ships by inflating indiarubber bags with carbonic acid gas, which has many times been used, though by some accident the process was never protected. He invented a screw which, by reversion, brings a steamer to a stop almost suddenly.

*We extend a
cordial invitation
to all Pharmacists
to visit us at
**The Red Diamond
Pharmacy***

STAND 9/11

*at the
**Chemists'
Exhibition***

SEPT. 24-28

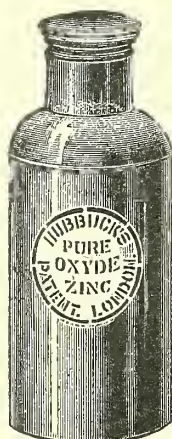
ROYAL HORTICULTURAL
HALL, LONDON, S.W. 1

Burgoyne, Burbidges & Co., Ltd.,

'Phone: Grangewood 0685

East Ham, London, E.6

Wires: "Zotalene, Phone, London"



Hubbuck's Pure Oxide of Zinc

is made by sublimation, and is
warranted to contain upwards of

99.9 PER CENT.

of pure oxide; in fact, the
impurities are not traceable

Thos. Hubbuck & Son, Ltd.

ESTABLISHED 1765

24 Lime Street, London, E.C.3

MANUFACTURERS OF WHITE LEAD, WHITE
ZINC, PAINT OILS, COLOURS, VARNISHES, &c.

Australian Office : 34 Queen Street, Melbourne.

*Sold by the following Wholesale Druggists
in Boxes of 7 lb. and 14 lb. stamped by
the Manufacturers : also in 1-lb. Boxes
and 1-lb. Glass Bottles :*

Allen & Hanburys, Ltd.	Hodgkinson, Prestons & King
Ayrton, Saunders & Co., Ltd.	Horner, L. A., & Sons
Bell, John, & Croyden	Huskisson, H. O., & Co.
Bell, John, Hills & Lucas, Ltd.	Lofthouse & Saltmer, Ltd.
Bleasdale, Ltd.	Mackay, Jno., & Co., Ltd.
Boots Pure Drug Co., Ltd.	May, Roberts & Co., Ltd.
British Drug Houses, Ltd.	Oldfield, Pattinson & Co.
Brook, Parker & Co., Ltd.	Pinkerton, Gibson & Co., Ltd.
Burgoyne, Burdidges & Co., Ltd.	Porter & Clarke, Ltd.
Butler & Crispe	Raines & Co.
Cockburn & Co., Ltd.	Raines, Clark & Co., Ltd.
Dakin Brothers	Rankin & Borland
Duncan, Flockhart & Co.	Silversides, R. B. G.
Evans, Gadd & Co., Ltd.	Smith, T. & H., Ltd.
Evans Sons Lescher & Webb, Ltd.	Southall Bros. & Barclay, Ltd.
Ferris & Co.	Sumner, R., & Co.
Gale & Co.	Taylor, Jas. (Tringate), Ltd.
Glasgow New Apothecaries Co.	Thompson, John, Ltd.
Goodall, Backhouse & Co.	Wilkinson & Simpson, Ltd.
C. R. Harter, Stagg & Morray, Ltd.	Willows, Francis, Butler & Thompson, Ltd.
Harkness, Beaumont & Co., Ltd.	Woolley, Jas. Sons & Co., Ltd.
Hatrick, W. R., & Co.	Wright, Layman & Umney, Ltd.
Hirst, Brooke & Hirst	Wyleys (Lim.)

Barry, E. J., New York	Muth Brothers & Co., Balti- more
Finley Dicks & Co., New Orleans	Palmer, Ltd., Montreal
E. Fougere & Co., New York	S. B. Penick & Co., Inc., New York
99-92, Beekman Street, New York	Roller & Shoemaker, Phila- delphia
Chas. L. Haisling & Co., Inc., 135, Varick St., New York	Schieffelin & Co., Inc., New York
Lehn & Fink, Inc., N. York	Shoemaker & Busch, Phila- delphia
McKeeson & Robbins, Inc., New York	

"Eagle" Brand Chemicals

B.P.
PRECIPITATED
SULPHUR

PHOTOGRAPHIC
HYPO

B.P.
EPSOM SALTS
B.P. GLAUBER SALT
ARSENATE OF LEAD

Enquiries Invited

JOHN RILEY & SONS, LTD.

—Chemical Manufacturers

HAPTON near BURNLEY

Telegrams : "Rileys, Hapton."

Telephones : Padiham 290/1

Enquire from

HORNER

before buying

**CHAMOMILES
ARNICA FLOWERS
LAVANDER FLOWERS
RED ROSES**

ANY QUANTITY. ANY PACKING.

Write for List of 1 lb. quantities and upwards

L. A. Horner & Sons

12 SOUTH TENTER STREET

LONDON, E.1

**TO LARGE USERS
AND EXPORTERS***of***ADRENALIN***We can quote very
favourable prices for***Adrenalin, B.P. (Natural)****Liq. Adrenalin Hydrochlor, B.P.***of our own manufacture***ALLEN & HANBURY LTD.**Telephone:
Bishopgate 3201 (12 lines)**LONDON, E.2**Telegrams:
"Greenburys Beth London"**A. & M. ZIMMERMANN**
*Petri Bros. Ltd. Proprietors***CHEMICALS**Pharmaceutical
Technical
Chlorophyll
all
Grades**COD****LIVER OIL**Medicinal
and Cattle

Marseilles Soap

**3 LLOYDS AVENUE
LONDON. E.C.3**FINEST QUALITY
CRUDE**IODINE**GUARANTEED
NOT LESS THAN
99%**EVERY CHEMICAL & INDUSTRIAL USER SHOULD
APPLY for CURRENT PRICES & CONDITIONS to****ANTONY GIBBS & SONS**

22 BISHOPSGATE, LONDON, E.C.2

representing

CORPORACIÓN de VENTAS de SALITRE y YODO de CHILE

Successors to

ASOCIACION de PRODUCTORES de YODO de CHILE**BURNSIDE'S
AUSTRALIAN EUCALYPTUS OIL**

(Shipped by W. K. BURNSIDE PTY., LTD., 34/36 JEFFCOTT STREET, MELBOURNE)

ALL B.P. GRADES70/75% B.P.
A specially rectified Oil of
high and very uniform Quality
All Grades can be relied upon to be Constant in Quality,

Packed in Cases and Drums

STOCKS IN LONDON

All Grades can be relied upon to be Constant in Quality,

AGENTS FOR U.K.

80/85% B.P.
Distilled from E. POLYBRACHTEA
The finest B.P. Oil obtainable
Odour and Colour15 PHILPOT LANE
LONDON, E.C.3**WILSON & MANSFIELD, Ltd.**

WHOLESALE ONLY

*Phone: ROYAL 4561/3

*Grams: WYFIELD, LONDON

PLAIMAR

SANDALWOOD OIL

B.P. and French Codex
DISTILLED BY PLAIMAR LTD., PERTH, W.A.

LOOK FOR THIS SEAL—IT IS YOUR
GUARANTEE OF QUALITY



Telephone: City 4659
Telegrams & Cables: Azucena, London
Codes: A B C,
5th & 6th editions, and Bentley's

European Agents **MAXWELL, PLAISTOWE & Co. Limited**

22a College Hill, Cannon Street, London, E.C.4

Paris Address: Etabs, Plaistowe, 11 bis, Rue Volney

QUININE

QUINIDINE
CINCHONINE
CINCHONIDINE

and

SALTS

Sugar-coated Quinine Tablets and Pills.

Gelatine-coated Oval Pills.

BANDOENG
JAVA

BANDOENG QUININE FACTORIES

AMSTERDAM
De Wittenkade 48-50.

Telegrams: "Kininefabriek Bandoeng."

Samples, prices and particulars on application.

Telegrams: "Semadmy Amsterdam."

Chemische Fabrik
JOH. A. BENCKISER, G.m.b.H., LUDWIGSHAFEN-ON-
RHINE

TARTARIC ACID

IN POWDER
CRYSTALS and
GRANULATED

GUARANTEED IN STRICT ACCORDANCE WITH B.P.'32

ACID PYROPHOSPHATE OF SODA

Quality in all respects equal to Cream of Tartar, especially as regards stability of Baking Powder

ALKALOIDS

FINE CHEMICALS AND OPIUM DERIVATIVES

*Goods
covered by
Dangerous Drugs
Acts offered
subject to all
regulations*

Aloin · Atropine · Bismuth Salts · Caffeine · Cantharidin
Capsicin · Chloroform · Chrysarobin · Codeine · Diamorphine
Emp. Canth. Liq. · Ephedrine · Ergotin · Eserine · Ethyl-
morphine · Gingerine · Hyoscyamine · Jalap Resin · Leptandrin
Morphine · Opium · Podophyllin Resin · Salicin · Santonin
Scammony Resin · Strychnine · Veratrine and other
Pharmaceutical Chemicals and Preparations.

T. & H. SMITH LTD.

25 CHRISTOPHER STREET, LONDON, E.C.2

*Blandfield Works,
Edinburgh,
32-34 Virginia St.,
Glasgow*

The ideal form of iodine for external use—without
stain or irritation. Prescribed by 90% of the Medical
Profession.

“**IODINE IODEX**”
BRAND

Constantly and extensively advertised to the Medical and
allied professions, and regularly prescribed in cases of stiff
and swollen joints, rheumatism, synovitis, enlarged glands, etc.
It is excellent in the treatment of sprains, chilblains, bruises,
burns, scalds, cuts, scratches and inflamed conditions generally.
Therefore the counter possibilities of “Iodex” are enormous!

Are you getting your share of this profitable business?

Proprietary rights in this preparation are not claimed except
in respect of the registered trade name “Iodex,” infringement
of which trade mark will be rigorously dealt with.

*P.A.T.A. and face value. £5 orders are carriage paid and subject
to a cash discount of 5%, showing nearly 35% profit on sales.*

MENLEY & JAMES, LTD., HATTON GARDEN, LONDON



**PURE
STICK
LIQUORICE
JUICE**



Can now be supplied in 1 oz. divided size as well as 2 oz. divided, 3 oz. and 4 oz.

MACANDREWS & FORBES LTD.
BUSH HOUSE ————— LONDON, W.C.2

A SMOOTH, SOLUBLE, WELL-
MADE STICK, GUARANTEED
ABSOLUTELY FREE FROM
ADULTERATION. CONTAINS
THE HIGHEST PERCENTAGE OF
GLYCYRRHIZIN
THE CHEMIST WHO SELLS
"APOLLO" BRAND KNOWS .
THAT HE IS GIVING HIS . .
CUSTOMERS A PRODUCT . .
OF THE HIGHEST INTEGRITY.

MADE BY THE LARGEST . . .
LIQUORICE MANUFACTURERS .
FOR OVER THREE QUARTERS .
OF A CENTURY

Your Wholesale House
can supply



TRADE MARK 66 **MAGNESIUM-
PERHYDROL** 99 BRAND.
MAGNESIUM PEROXIDE.



An active campaign to the
Medical Profession, and the
interest thus created, justifies
your stocking this
profitable line.

E. MERCK

DARMSTADT

CHEMICAL WORKS

Samples and Literature sent on request to Medical Practitioners

H. R. NAPP LIMITED,

3 & 4, Clements Inn, LONDON W. C. 2 (Sole Concessionaires for the U. K. and Irish Free State)

**Paraffinum
Liquidum
B.P.**

ALL
GRADES
SAMPLES & PRICES

On application
to

ALSO
TECHNICAL
QUALITIES

Sterns Ltd.
16, Finsbury Sq. London, E.C.2
Telephone: National 7644 (7 lines)
Telegrams: Centumvir, Phone, London.

WHOLESALE ONLY

PILLS

BULK &
PACKED

TABLETS

LOZENGES

Own Name Packs. Full range of N.F. products
in stock for immediate delivery

Enquiries invited from Distributors of Proprietary and other lines.
Strict adherence to formulae and secrecy guaranteed.

ESTABLISHED 1894.

Matthews & Wilson (1931) Ltd.

6-8 Cole St., London, S.E.1

Established 1894

Phone: Hop 6610-6611

BOOTS

PRODUCTS

IN MODERN

THERAPY

ACRIFLAVINE—BOOTS**BISMOSTAB**

(Injection of Bismuth, B.P.)

CALCIOSTAB

(10% Calcium Thiosulphate)

CHLOROSTAB

(Bismuth Oxychloride, Suspension in Isotonic Glucose)

**COMPOUND FLUID EXTRACT
OF LIVER—BOOTS****DRY EXTRACT OF LIVER—BOOTS**

(Extract. Hepatis. Siccum, B.P.)

HEPASTAB

(Intramuscular Liver Extract)

HEXYL-RESORCINOL

(Capsules and Tablets)

INSULIN—BOOTS**LIVRON**

(Compound Liver Extract and Iron)

NOVOSTAB

(Neoarsphenamine)

**PITUITARY (posterior lobe)
EXTRACT—BOOTS****QUINOSTAB**(Iodo Bismuthate of Quinine,
Suspension in Oil)**SULPHOSTAB**

(Sulpharsphenamine)

STABILARSAN

(Arsphenamine Diglucoside)

THIOSTAB

(10% Sodium Thiosulphate)

Prepared in our own Laboratories under strict scientific control, and, whenever necessary, biologically and clinically tested before issue.

WHOLESALE AND EXPORT DEPARTMENT

**BOOTS PURE
DRUG Co. LTD**

NOTTINGHAM - ENGLAND

Enteritis, diarrhoeas and intestinal infections. Two ampoules per day to be administered by mouth.

ENTEROFAGOS
POLYVALENT INTESTINAL BACTERIOPHAGES

Treatment
of choice for
sucklings.

Absolutely innocuous.

Telegrams :
BIOMIC, WESTNOR,
LONDON

SAMPLES AND LITERATURE FROM:

MEDICO-BIOLOGICAL LABORATORIES LTD.
9 CARGREEN ROAD, SOUTH NORWOOD, S.E.25

(Stocks also held by Continental Laboratories Ltd., 30 Marsham Street, S.W.1)

Telephone :
LIVINGSTONE
3628.



PARAFFINUM LIQUIDUM B.P.
EXTRA HIGH VISCOSITY **HOLROYD'S OIL & CERESINE CO., LTD.**
3 New London St., London, E.C.3. 'Phone: 3395 Royal.
Wires: Errikotroy Fen.

Antiphlogistine
Brand Dressing

HUMAN & VETERINARY
MADE IN ENGLAND

Write for Special Quantity Terms

The Denver Chemical Mfg. Co., London, E.3

SLOANS

BRAND LINIMENT

**The most widely advertised
Liniment in the World**

QUICK SALE — GENEROUS TERMS

Trade Terms

(Unstamped)

SLOANS BRAND LINIMENT	List Price 1 dozen at per dozen	6 dozen at per dozen	12 dozen at per dozen
1/9 size	15/9	15/-	14/6

Sloans Brand Liniment is a popular line in regular demand. Consistently advertised in the National and Local Press its merits are always before the Public. You can increase your trade by displaying the effective showcards supplied free on request.

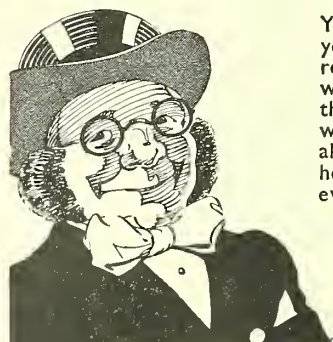
**ORDER YOUR WINTER'S
REQUIREMENTS NOW**

WILLIAM R. WARNER & CO. LTD.

Sole Distributors for Sloans Brand Liniment
300 GRAY'S INN ROAD, LONDON, W.C.1

One Size—One Price 1/9 Per Bottle

The Giant of the Pastille Trade



Your customers' satisfaction, your own profit and certain repeat orders are assured when you offer "GRIPS" as the finest pastille that money will buy. "GRIPS" have always been and still are head and shoulders above everything else in popularity

"Grips" start every winter with millions of ready-made customers, and add to the number every week. Cash in on all this goodwill NOW!

Agents to the Wholesale & Retail Chemists' Trade:

THOS. CHRISTY & CO.,
4-12 Old Swan Lane, London, E.C.4



'GRIPS'

First-Aid PASTILLES

Made by Lightbowns, Ltd., Accrington

*Bleached
White
B.P.*

BEESWAX

*Refined
Yellow
B.P.*

POTH, HILLE & CO., LTD.

6 Lloyd's Avenue, London, E.C.3.

Works at Stratford, E.

Remogland CHEMICAL COMPANY PRODUCTS

REMOGLAND Tablets and Ampoules (Male and Female).
Tablets in bottles of 40 and 100.
Ampoules in boxes of 12.

REMOLYSIN in treatment of OBESITY.
Tablets in bottles of 60 and 100.
Male & Female Ampoules in boxes of 12.

FORTOTESTIN Tablets—(contain no thyroid).
Male Tablets in bottles of 100.

REMOSEPT Vaginal antiseptic tablets in tubes of 12.
Distributors:—MAY, ROBERTS & CO. Ltd., 7, 9, 11 & 13 Clerkenwell Rd., London, E.C.1

BUTLER & CRISPE, 80/82 Clerkenwell Rd., London, E.C.1
and all other Wholesalers.

Bill Smith who played the guitar

Was afflicted with chronic

Catarrh

But now, truth to tell

He's as clear as a bell

All thanks to **BESORBON**

Hurrah!



4 lines that are always on the move

★
IF you have not
already taken ad-
vantage of these
special terms, write
for full details—
forwarded by return.

These four famous Genatosan lines are in *constant* demand and sell well at all times. The public have confidence in them because they do all that is claimed for them, while doctors regularly prescribe them. Extensive advertising all the year round helps to keep the demand always on the increase. All four lines offer you a generous profit—especially if you buy on Direct Cash Terms.★

Telephone :
Loughborough 292.
Telegrams : "Genatosan,
Loughborough."

GENATOSAN

LIMITED

LOUGHBOROUGH LEICESTERSHIRE

Cystex

"Astounds" the Chemists

Order
Now
from any
Wholesaler
and miss
no Sales

One chemist, member of a famous organisation, says "*the demand for Cystex is astounding.*" Another sends an order for over £400 and before it is even delivered to him orders urgently *more than double the quantity.*

This is typical of what is happening with Cystex—the public demand for it is an urgent and ever growing one.

Order immediately and be certain of getting your requirements.

Sole Distributors: G. M. Williams & Co., 81 Lamb's Conduit St., London, W.C.1

Cystex

(Pronounced Siss-tex)

BRAND
**KIDNEY &
BLADDER
TABLETS**



The Norwegian cod fisheries are prosecuted

in the far North in a cold and healthy climate. The liver oil of the cod, which is extracted a mere matter of hours after capture, is of all the foods we know the richest in vitamins. The great value of Norwegian Medicinal Cod Liver Oil will appear from the fact that medical men regard it as the most efficient weapon in the fight against enfeeblement and disease. Norwegian Medicinal Cod Liver Oil cures and prevents rickets, develops healthy teeth and a strong bone structure, and strengthens the mucous membrane of the respiratory organs.

Norwegian Medicinal Cod Liver Oil

world-renowned for



its high quality.

A BIG EVENT FOR CHEMISTS— BONUS ON 'ASPRO' 5's

'ASPRO' progress continues. Again during the past financial year all sales records have been broken. In no small measure this is due to the support and co-operation given to our publicity by chemists who have made continuous and practical use of our window displays and sales aids. Economic considerations have, in the past, prevented us from giving a bonus on 'ASPRO' 5's. Increased sales, however, have considerably reduced our overheads so we are now happily in a position to satisfy the repeated requests of our chemist friends for a bonus on the Unstamped 'ASPRO' 3d. size. We therefore announce that

**A BONUS OF HALF A DOZEN PACKETS OF
5's ON EACH HALF-GROSS ORDER IS NOW
GIVEN ON THE SAME TERMS AS OTHER SIZES.**

This makes the chemists' profit on 5's the same as on 10's. Order your 'ASPRO' now and take advantage of this valuable concession.

Write us for a window display, too, and show it continuously. It will connect you up with our record-breaking advertising campaign and bring customers into your shop just as though you had paid for the advertisements yourself.

HERE IS OUR CURRENT DISPLAY

**Show it
Continuously**

**Printed in
full colours**



Agents:
GOLLIN & CO. PTY. LTD.
(‘Aspro’ Dept.), SLOUGH, Bucks.
Telephone : SLOUGH 608

ASPRO consists of the purest Acetylsalicylic Acid that has ever been known to Medical Science, and its claims are based on its superiority.

Made by ASPRO LTD., Slough, ENGLAND

No proprietary right is claimed in the method of manufacture or the formula.

ASPRO
REG. TRADE MARK

PURE MALT EXTRACT

with *FINEST*

NORWEGIAN COD LIVER OIL

The Brand that does not separate nor crystallize.

Your own name and address on labels. In English jars, etc. Direct from the actual manufacturers.

THE BRITISH DIAMALT COMPANY
SAWBRIDGEWORTH - - HERTS.

London Office :

116 Church Road, Upper Norwood, S.E.19.

Phone : LIVINGSTONE 3583.

D C L BRAND
YEAST

This famous Brand of Yeast is now available for Medicinal use in—

TABLET FORM

60 Tablets 1s. 6d.
Retail Discount 33 $\frac{1}{3}$ %.

120 Tablets 2s. 6d.
Wholesale Discount 16 $\frac{2}{3}$ %.

All Orders Carriage Paid.

Can now be obtained in Cartons of 1 and 2 doz. bottles, containing 60 tablets, and Cartons, containing 1 dozen bottles of 120 tablets. Supplies now available through usual Wholesale channels, and from The United Yeast Co., Ltd., London, Birmingham, Bristol, Leeds, Manchester and Newcastle, or from

THE DISTILLERS CO., LTD.
EDINBURGH

THE USE OF "D.C.L." YEAST WILL PROMOTE BETTER HEALTH AND IS RECOMMENDED FOR IMPROVING THE CONDITION OF THE BLOOD AND FOR THE TREATMENT OF SKIN ERUPTIONS, CONSTIPATION, INDIGESTION AND NERVOUS DISORDERS.

FOR
HALIBUT OIL & PREPARATIONS



— WRITE —
LOFTHOUSE & SALTNER LTD. HULL.

Technical White
& Half-White
Oils

Pharmaceutical
Petroleum
Jellies

STL
**MEDICINAL
LIQUID
PARAFFIN B.P.**

Tel.:
ALBERT DOCK
9131 (6 lines)

Grams.:
**VOLUMETRIC
SILVER**

SILVERTOWN LUBRICANTS LIMITED.
MINOCO WHARF
WEST SILVERTOWN, LONDON, E.16.

TABLETS (PACKED OR IN BULK)

Specialists for 30 years in all kinds of Medicinal Tablets
Purity of Drugs and Accuracy Guaranteed

SPECIAL LINES:

ASTHMA TABLETS (Special New Formula)	BRAIN & NERVE TABLETS
HYDROGEN PEROXIDE (in Tablets 33% H ₂ O ₂)	CONTRACEPTIVE TABLETS
MOUTH WASH TABLETS	INDIGESTION TABLETS
REJUVENATIVE TABLETS	AND LOZENGES
PILE CURE TABLETS	RHEUMATISM TABLETS
	SKIN ERUPTIONS & BOILS
	(Stan.; Oxid. Co. Tablets)

ALL PUT UP AS YOUR PROPRIETARY IF REQUIRED

Superior Products, Prices Right, Send for List

BUCKLEY'S IMPROVED "PREMIER" TABLET MACHINE
(SOLE MANUFACTURERS)

£14.14.0

Full Instructions for Preparing Powders and Making Tablets
with each Machine

BUCKLEY-BOWKER TABLET Co. Ltd.
29 PARKFIELD ST., LONDON, N.4
Phone: CLERKENWELL 1401

SOUTH AFRICA

*is an Important and Growing
Market for British Products*

LENNONS,

the Old Established Chemists, cover
the whole of the Country. They have
Efficient Wholesale Facilities for In-
tensive Distribution and Distinctive
Retails in the Important Towns



Those who wish to exploit the Market
or increase their present business
should write the London Office:—

LENNON LIMITED,
12/14 LAFONE STREET,
LONDON, S.E.1

W.B. DICK & CO. LTD



BY APPOINTMENT TO H.M. THE KING

PARAFFINUM LIQUIDUM B.P.
ALL SPECIFIC GRAVITIES GUARANTEED TO REMAIN BRIGHT AT 0°C

B.P. WHITE & YELLOW PETROLEUM JELLIES

WHITE AND HALF WHITE OILS

SEND FOR SAMPLES AND QUOTATIONS (WHOLESALE ONLY)

26 GROSVENOR GARDENS, LONDON, S.W.1
Sloane 3461 (7 lines)
Telephone - - - "Dicotto, Phone, London."
Telegrams - - -
GLASGOW, LIVERPOOL, NEWCASTLE,
CARDIFF AND NEW YORK.

PURE ORANGE WINE

A. MILLAR & CO., LTD., DUBLIN

(VINUM AURANTII B.P. 1914.) Prepared in strict accordance with the Formula of the British Pharmacopœia.

(Wholesale only.)

Samples from Head Office, Thomas Street, DUBLIN, or London Office, 74 Great Tower Street, LONDON, E.C.3.

MAWSON FILTERS

The MAWSON FILTER Co., 20 Grainger St. W., Newcastle-on-Tyne

always give satisfaction. They eliminate all risk of water contamination. Simple in construction, they do their job efficiently at a minimum cost. They have a world-wide reputation. May we send you our descriptive list? Overseas enquiries specially invited.

PHOSPHATE OF SODA, Pure

For Food Purposes

ASK FOR SAMPLE AND PRICES

PERRY & HOPE, LTD.

Forth and Clyde Chemical Works, NITSHILL

Telephone: Giffnock 414 (2 lines). Telegrams: "Perryope, Nitshill."

ESTABLISHED 1793.

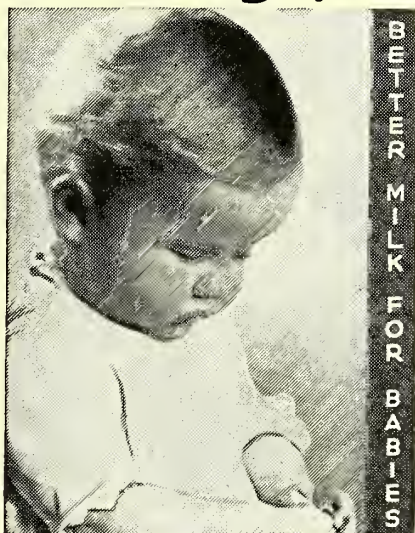
The Best and
Safest Infants'
Medicine of
over 130 years'
standing.

ATKINSON & BARKER'S
INFANTS' PRESERVATIVE

Does not
contain
any
Scheduled
Poison.

ROBERT BARKER & SON, LTD., 13 WESLEY STREET, C. on M., MANCHESTER

Praise from Mothers is boosting your Lactogen Sales



BETTER MILK FOR BABIES

"I may say that I have had most favourable reports from those mothers to whom I have recommended Lactogen. My own Baby, now seven weeks old, has been on Lactogen since she was three weeks old and she is getting along splendidly. I will continue to recommend it in all cases where breast feeding is unsuitable."—
L.R.C.P. & S.

TESTIMONIAL NO. 1015.

"... She is my seventh child and since putting her on your food I have never had a wakeful night with her. She is four months and one week old and her weight is 17 pounds 4 ounces. You will see that she is perfect and quite a happy baby.—Mrs. H., Manchester.

TESTIMONIAL NO. 1008.

Babies thrive when put on Lactogen. These letters, and hundreds of others on our files prove that Lactogen is the Better Milk for Babies. Mothers pay heed when other Mothers testify to the good Lactogen has done to their Babies. Show Lactogen in your shop, and attract the Lactogen business this evidence is creating.

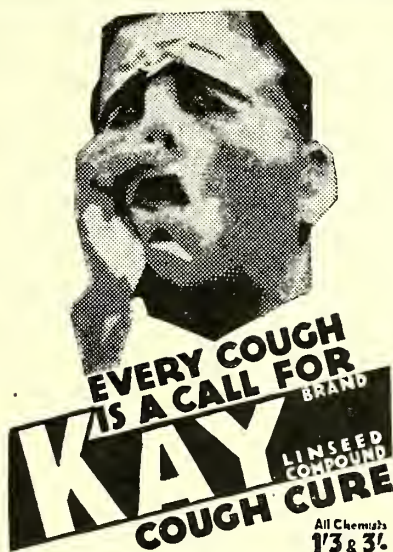
LACTOGEN

Lactogen—prepared by Nestlé's—is a modified dried milk for use in infant feeding.

2/9 PER TIN P.A.T.A.

- Send to-day for full particulars and terms to the Lactogen Bureau (Dept. AZ 113B) Nestlé and Anglo-Swiss Condensed Milk Co., 6 & 8, Eastcheap, E.C.3.

Copyright



Cash in
on KAY
advertising

Call to your aid the power of press and poster through the medium of your next window display. Write now for show material and special prices:

KAY BROTHERS LTD.
STOCKPORT

Established 1880

H. E. STEVENSON & Co., Ltd.

Wholesale Export Druggists.

10 Pancras Lane,
Queen Victoria Street, London, E.C.4

Halibut Liver Oil

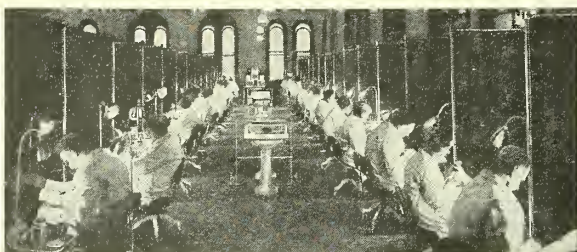
Finest Refined Quality

This Oil contains Vitamins

A—600 Carr-Price units B.P.

D—1500 International units per gramme

Bottles of 25 × 3 ml Capsules beautifully
packed. 17/- per dozen.



Section of National Foot Clinic.

CHIROPODY

The Foot Hospitals connected with the National School of Chiropody in London and Manchester treat over 2,000 cases weekly—each student must deal with a minimum of 500 patients during the term.

Chemists who have opened Chiropody Departments have increased their prestige with the medical profession and are giving better service to their customers. Many have sent sons or daughters to this School for the full time—four months' intensive Training Course to equip them for a dignified and independent career. New term starting shortly.

Write for Prospectus :

Dept. 90, National School of Chiropody
133 Upper Street - Islington - London, N.1

FOYLES LIBRARIES

The Best Library Service!

Write for full particulars to :

FOYLES LIBRARIES LTD.

Trefoile House, Manette Street,
CHARING CROSS ROAD, LONDON, W.1

Telephone : GERRARD 5660 (7 lines)

LONDON COLLEGE OF PHARMACY

Founder—H. WOOTTON, B.Sc. C. W. GOSLING, Ph.C.
Principal—IRVINE G. RANKIN, B.Sc., Ph.C., D.B.A.

"AT HOME—GARDEN PARTY."

Wed. Sept. 19th, and Thurs. Sept. 20th.

Old Cyanides, their friends and ALL interested in the College are cordially invited.

NEXT SESSION commences Oct. 3rd.

6 months Prelim. Scientific.

9 months C. & D. Qualifying.

3 months Revision, all Subjects.

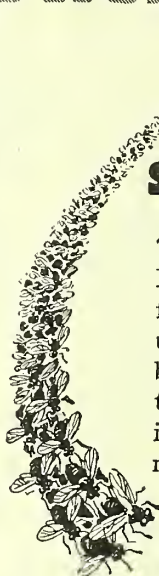
Benches now being reserved.

361 Clapham Road, S.W.9.

Telephone—BRIXTON 2161

Flies in flight

mean!
sales in sight



Turn flies into profit. Stock Wasp Flyband—the quickest, most hygienic fly-killer on the market. It takes up no room on your shelves, but it brings in regular and satisfied customers. And Wasp Flyband lasts indefinitely. Get ready for the demand now. Place your order to-day.

WASP FLYBAND

Manufactured by

F. W. Hampshire & Co. Ltd., Sunnydale, Derby

Telephone : National 1631.

ROBERTS & NEWTON

Label & General Printers,

DOMINION HOUSE,

BARTHOLOMEW CLOSE,

LONDON, E.C.1

Printers to the Drug Trade for over 40 years.

Labels imprinted BY RETURN.

WESTMINSTER COLLEGE OF PHARMACY

Founder : G. S. V. WILLS, Ph.C. Principal : P. H. WOODNOTH, Ph.C., F.C.S.

DAY CLASSES—October 3rd

Preliminary Scientific :—Six months and Part Time

Qualifying :—Nine Months' Course

Revision :—Three months', both Examinations

POSTAL COURSES

Preparatory Courses in all Subjects. Fee £1-1-0

Special Test Papers are available for revision.

Prospectus for Postal or Day Classes on application to the Principal :

190 Clapham Road, London, S.W.9

*Phone : Reliance 3728.



EVERY ONE OF YOUR CUSTOMERS NEEDS THIS . . .

In its modern pack, FASTAID on your counter will bring a steady stream of shillings and sixpences. Its very name suggests a household need in its simplest, safest form. FASTAID provides **INSTANT** first-aid dressing for all minor wounds. It is invaluable to the worker, the motorist and the sportsman. It will give you quick sales and steady profits.

FASTAID
FIRST-AID
PLASTER
DRESSING

TRADE PRICES:

6d. tins (packed in 12's), **3/6** per doz.
1/- tins (packed in 6's), **7/6** per doz.

Obtainable through all Wholesale Houses.

Write to the Manufacturers for Showcards & Publicity matter.

EDWARD TAYLOR LTD.
MONTON, LANCASHIRE
GLASGOW :: BIRMINGHAM :: LONDON

P.A.S. 54

Flexoplast **ELASTIC ADHESIVE BANDAGE**

For the treatment of VARICOSE ULCERS and their complications: made to Ministry of Health Specification.

CONTRACEPTIVES

We have been supplying Contraceptives of all kinds now for over 30 years and our well-known **Safeguard & Empire** Brands are still as popular as ever. THESE FACTS SPEAK FOR THEMSELVES and prove the confidence we have secured which is the fundamental principle in selling these goods.

All our Brands are guaranteed to be of the finest manufacture.

Write for complete Price List and Samples.

BURGE, WARREN & RIDGLEY, LTD.
91-92 Great Saffron Hill, London, E.C.1

FIVEPOINT
REGISTERED

HYPODERMIC SYRINGES & NEEDLES

ALL PATTERNS & SIZES · ACCURACY OF CALIBRATION & PRECISION FIT

MADE BY THE

GENERAL SURGICAL CO. LTD. GENSURCO HSE. ROSEBERRY AVE. LONDON, E.C.1



The preference of women for Southalls' Sanitary Towels brings steady sales all the year round.

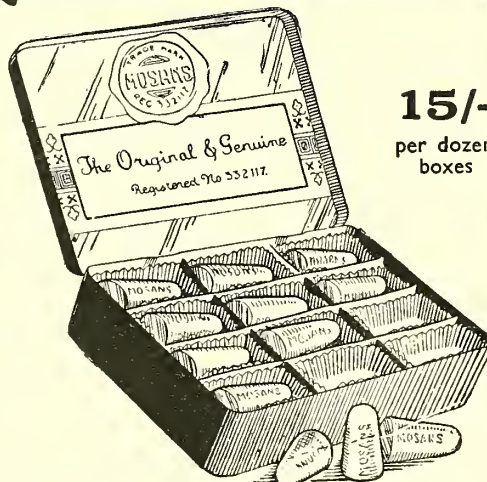
The "ORIGINAL" and most popular.
The "CELTEX" soluble, easily disposed of.
The "K" made entirely of absorbent cotton wool, with very soft cover.
The "COMPRESSED" for travelling. A very popular line.

SOUTHALL BROS & BARCLAY LIMITED · BIRMINGHAM

"MOSANS"

Non-Greasy, Odourless

QUININE PESSARIES



15/-
per dozen boxes

ORDER THROUGH ANY WHOLEALER
or from

MOSANS LABORATORIES,
15 Elmcourt Road, S.E.27

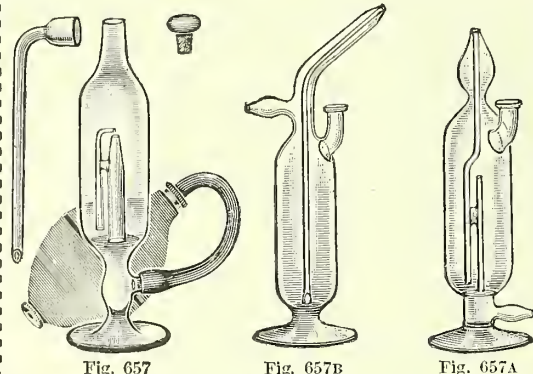


Fig. 657

Fig. 657B

Fig. 657A

THESE NEBULIZERS are blown at CUCKOO HOUSE

Fig. 657
3/-657B
3/9657A
3/9 each

Complete with I.R. Bulbs, and each in box.

SPECIAL TERMS TO WHOLESALERS

Any Other Pattern Made to Order

M. J. FECHER, LTD.,
CUCKOO HOUSE, DOD ST., LONDON, E.14

'Phone: EAST 3228

SOL-VO SELLS ITSELF



SOL-VO gives a good margin of profit to the Chemist and is economical for the customer because it contains nearly three times as much paper as the "so-called" cheap varieties. It pays to stock and display SOL-VO. Why not give it a trial?

FORD, SHAPLAND & CO. Ltd.

GT. TURNSTILE, HIGH HOLBORN,
LONDON, W.C.1

Telephone: Holborn 4695.

"SURCO"

RELIABLE

ELASTIC HOSIERY

SEAMED & SEAMLESS

For special garments to
measure we maintain a 24
hour service.

:: BODY BELTS ::
TRUSSES :: SUNDRIES

Write for Catalogue.

SURGICAL HOSIERY CO., LTD.

Russell Street :: NOTTINGHAM

Telephone No.: 75903.

Telegrams: SURGICAL, NOTTM.

SPECIAL FREE OFFERS

SAMARITAN MEDICATED
TISSUE
3D. TOILET ROLLS 3D.



RETAILERS! Make Window Displays
Collect Bonus Certificates

FOR DETAILS OF SPECIAL FREE OFFERS
APPLY TO YOUR WHOLESALER.

100% BRITISH MADE
Wholesalers please apply for leaflets, etc.

Stuart Woolf & Fleming Ltd. 47 Gresham St.,
LONDON, E.C.2

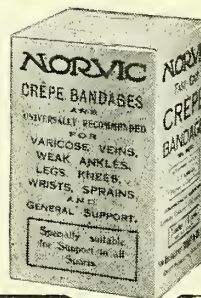
NORVIC

BLUE CARTON CRÊPE BANDAGES

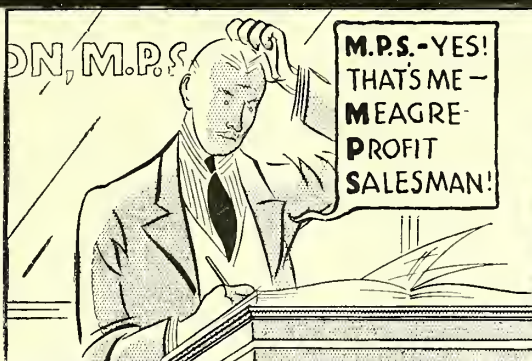
The Blue Carton, prominently displayed in the window or on the counter will increase your crêpe bandage sales enormously. A P.A.T.A. LINE with FULL 33% PROFIT.

From leading wholesalers.

Sole manufacturers: Grout & Co. Ltd.
35 Wood Street, London, E.C.2



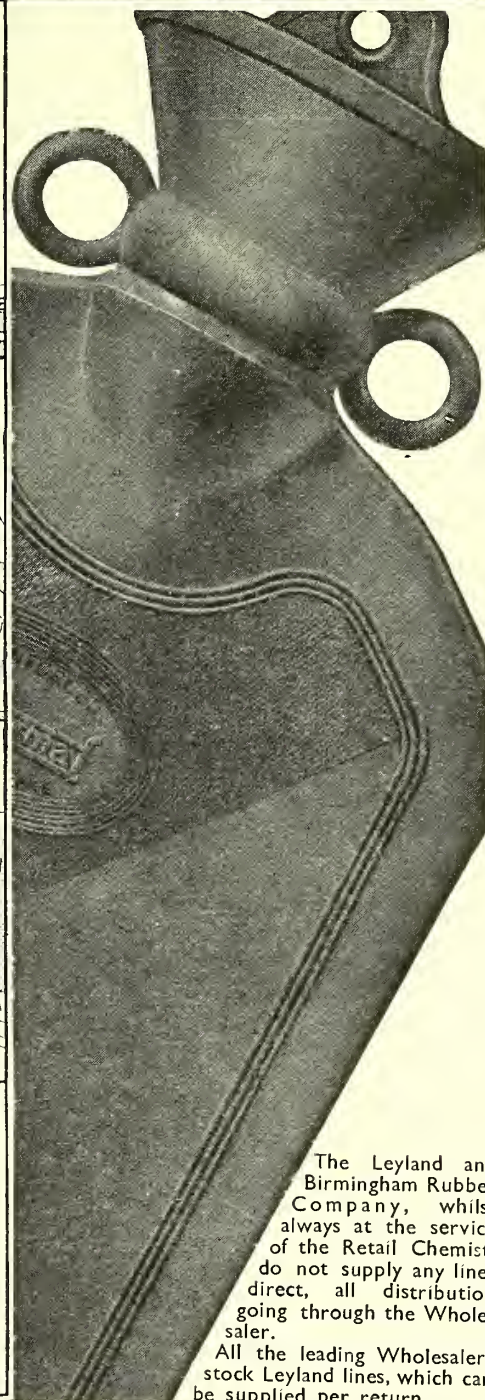
A MOVING PICTURE STORY FOR THE M.P.S.



INCREASED PROFIT ON PHARMAL HOT WATER BOTTLES

For the coming season these bottles are to be sold at 2/11 each retail, 12 ins. x 8 ins. size. There is no increase in price to the chemist, who will, therefore, enjoy a larger profit than hitherto. Sell the Pharmal Bottle—the tried and proved product backed by a guarantee.

THE LEYLAND & BIRMINGHAM RUBBER CO. LTD
"Pharmal" Products Dept.
LEYLAND :: :: LANCS.



The Leyland and Birmingham Rubber Company, whilst always at the service of the Retail Chemist, do not supply any lines direct, all distribution going through the Wholesaler.

All the leading Wholesalers stock Leyland lines, which can be supplied per return.

Each bottle packed in an attractive display carton.

Pharmal

HOT WATER BOTTLE



PERFECTION & WISDOM

THE wisdom of earning a reputation for selling perfectly reliable goods is recognised by those who know their public. For many years the products of Fromms Act Rubber Works Ltd. have been famed for their quality, consistency and reliability. All Morfi products are subject to the strictest and most stringent tests, and are supplied to Chemists and Druggists only. You can recommend Morfi with confidence.

Recent tests made by the medical profession have proved Morfi to be the most reliable on the market. Why buy un-branded and unreliable products, when Morfi shows you over 300 per cent. profit? Morfi products are hot vulcanised and will keep fresh for three years in any climate.

MORFI TRANSPARENT - - - 27/- per gross
MORFI IVORY - - - 24/- per gross
FROMMS ACT "TROPIC PROOF" - 36/- per gross



SOLE DISTRIBUTORS:

HERBERT FROMM

Aldwych House, London, W.C. 2

Telephone : Holborn 4870

BROMIDES

*Quotations on request
for contracts on
present favourable
terms*

& IODIDES

Whiffen

WHIFFEN & SONS, LIMITED

INCORPORATING GEORGE ATKINSON & COMPANY • ESTABLISHED 1854

**ALDERSGATE CHEMICAL WORKS
FULHAM, LONDON, S.W.6**

Telegrams: "Whiffen, London." Telephone: Fulham 0037 (3 lines)

OPENING A PHARMACY

From London

11.1.34

I thank you for dispatching my order so promptly. One consignment arrived a day late, but that was the fault of the railway company. All the goods were received in good condition and I am very pleased with the various packed lines.

From Worcestershire

10.1.34

I should like to take this opportunity of expressing my entire satisfaction with your handling of my opening order. I am extremely pleased with the appearance of the goods, especially the "Purple Key" pack.

I appreciate the great help that Mr. Black has given me and the helpful atmosphere at Hanover Street when we came to Liverpool.

Hoping that this may only be the beginning of a mutually profitable business association.

GET AYRTON'S PUBLICATION

"A New Pharmacy"

AYRTON, SAUNDERS & Co., LTD.

34 Hanover Street,
LIVERPOOL

44-46 North Lotts,
DUBLIN

To Wholesale and Export Trades
**SOLID & LIQUID
EXTRACTS**

Green Extracts •
Expressed Juices •
Essential Oils •
Belladonna & •
Henbane Preps. •

MEDICINAL SPIRITS

IN BOND FOR EXPORT

WILLIAM RANSOM & SON LTD.

Manufacturing Chemists

HITCHIN, Near LONDON

MALTED FOODS

*Special Foods Devised
"Own Name" Formulae
Prepared & Packed*

George King & Co. Ltd.

Kingsbury, London, N.W.9

and

Sycamore Street, London, E.C.1

IN TINS OR TONS

ZEAL

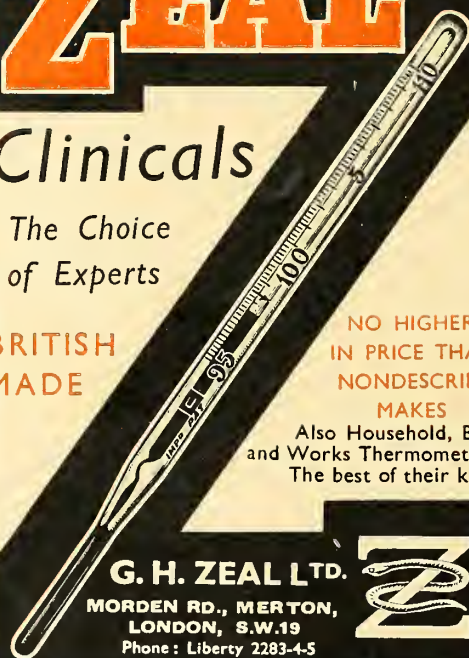
Clinicals

The Choice
of Experts

**BRITISH
MADE**

**NO HIGHER
IN PRICE THAN
NONDESCRIPT
MAKES**

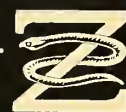
Also Household, Bath
and Works Thermometers.
The best of their kind.



G. H. ZEAL LTD.

**MORDEN RD., MERTON,
LONDON, S.W.19**

Phone: Liberty 2283-4-5



The CHEMIST AND DRUGGIST SUPPLEMENT

This Supplement is inserted in every copy of The Chemist & Druggist

SEPT. 15,
1934

28 ESSEX STREET, LONDON, W.C. 2

ADVERTISEMENT TARIFF

ALL ADVERTISEMENTS are **PREPAID**, so that remittance must accompany instructions in each case. If it be necessary to telephone or telegraph an urgent announcement this may be done, provided the money is telegraphed at the same time.

BUSINESSES WANTED and for **DISPOSAL, PREMISES TO LET** and **FOR SALE, PREMISES WANTED, PARTNERSHIPS, GOODS** for **SALE** and **AGENCIES**—6/- for 50 words; every additional 10 words or less, 6d. (Box No., 1/- extra.)

SITUATIONS OPEN—6/- for 40 words; every additional 10 words or less, 6d. (Box No., 1/- extra.)

SITUATIONS WANTED—2/- for 18 words; every additional 10 words or less, 6d. (Box No., 1/- extra.)

LEGAL NOTICES, TENDERS, AUCTIONS, and all specially-spaced announcements, 1/3 per nonpareil line (12 lines = 1 inch single column). (Box No., 1/- extra.)

MISCELLANEOUS (Wholesalers') Section for odd and second-hand lots—10/- for 60 words; 1/- for every additional 10 words or less. (Box No., 1/- extra.)

EXCHANGE COLUMN (for Retailers, etc.)—Twopence per word, minimum 2/- (Box No., 1/- extra.)

THE CHEMIST & DRUGGIST, 28 Essex St., Strand, London, W.C.2
Telephone: Central 6565 (8 lines). Telegrams: "Chemicus, Estrand, London."

CLOSING FOR PRESS

must reach us
not later than

FIRST POST THURSDAY MORNING

All advertisements intended for
insertion in this Supplement

ORRIDGE & CO. 56 LUDGATE HILL, E.C.4

ESTABLISHED 1846

Telephone Nos.: CITY 2283 & 7477

May be CONSULTED at their Offices on MATTERS of SALE, PURCHASE & VALUATION

We make no charge to purchasers, and invite intending buyers to communicate with us, stating their requirements

1.—LONDON, W.1.—Very Good-class Business, established many years; returns over £2,000 per annum; net profit £420; long lease; price £1,275 or £420 plus valuation of stock and fixtures.

2.—HARROW (NEAR).—Middle-class Business with N.H.I.; net profit £500 per annum; stock and fixtures worth about £625; living accommodation if required; price £1,025 or near offer.

3.—CLAPHAM.—Family Retail Business; returns over £2,000 per annum; good profits; stock worth about £600; large living accommodation; it is essential for vendor to sell quickly, and he is prepared to accept first reasonable offer.

4.—EARL'S COURT (NEAR) (Death Vacancy).—Good-class Business, much neglected; returns under the management of a lady £10 to £12 per week; scope for large increase; excellent living accommodation; price all at £350.

5.—SURBITON.—Good-class Retail Business for Sale; returns under management over £1,600 per annum; stock and fixtures worth £800; comfortable living accommodation; price £950 all at.

6.—VICTORIA (NEAR).—Good Middle-class Retail Business; established over 40 years; returns over £2,000 per annum under management; net profit about £500; long lease at reasonable rental; price £1,575.

7.—LONDON, N.W.1.—General Retail Business with N.H.I.; returns under management £25 to £30 per week; double-fronted shop, well fitted and stocked; rent £100 per annum; sublet £110 per annum; first reasonable offer obtained.

8.—LONDON, S.E.—Cash Drug Store in thickly populated area; scope for Panel; returns £16 to £18 per week; net profit £225 per annum; stock and fixtures worth over £300; rent £70; sublet £46; living accommodation if required; price £350 all at.

9.—ILFORD.—Middle and Working-class Retail Business with excellent Panel; much neglected since death of owner; accountant's figures available; stock worth £500; living accommodation; open to offers.

10.—CITY BUSINESS.—Usual City trade with Kodak Agency, draughts, etc.; returns this year will be about £1,900; gross profit 40 per cent; stock and fixtures worth £450; price £550 or near offer.

11.—EAST MIDLANDS.—Branch Business for Disposal; established over 50 years; returns under management £1,500; stock and fixtures worth £950; advantageous sublet; price £1,100 or near offer.

12.—WOKING (NEAR).—General Retail Business with large Prescribing connection; returns £20 to £25 per week; living accommodation with bathroom; price all at £550.

13.—READING.—Working-class Business; established 7 years; returns under management approach £1,200 per annum; net profit £350; rent £85; sublets 35s. 6d. per week; price all at about £600.

14.—SOUTH WALES.—Family Retail Business with Wine Licence, etc.; in present hands 16 years; returns over £3,250 per annum; very good living accommodation; reasonable purchase price; further details on application.

15.—BRIGHTON (NEAR).—Good-class Dispensing Business with Kodak Agency; returns exceed £1,500 per annum; gross profit 40 per cent; stock and fixtures worth £750; rent £75; long lease; price all at £1,150.

16.—KENT HEALTH RESORT.—Cash Drug Store with rapidly increasing turnover; present rate £27 per week; good living accommodation; rent £50 per annum; price £350 plus stock at valuation, in all about £500.

17.—WORTHING (NEAR).—Middle-class Retail Business; established 26 years; returns last year £1,350; net profit £320; stock and fixtures worth £600; living accommodation with bathroom; rent £35 per annum; price for quick sale £600.

18.—SUSSEX COAST.—Cash Drug and Photographic Store; returns £1,100 last year under management; living accommodation if required; inclusive rent 25s. weekly; price all at £575.

19.—WESTCLIFF (NEAR).—Cash Drug Store situate in good-class district and offering scope for large increase under qualified management; returns this year average at least £25 per week; stock and fixtures worth £500; excellent modern living accommodation; premises can be purchased or leased; price of business £650 or near offer.

20.—BIRMINGHAM.—Cash Retail Business with N.H.I. and Kodak Agency; established 50 years ago; net profit over £300 per annum; living accommodation; rent £1 per week; price all at £485.

21.—CHELMSFORD (NEAR).—Family Retail Business with Photographic and Prescribing; returns last year £753; net profit £200 per annum; stock worth £300; very good living accommodation; vendor owns freehold and will grant a lease at about £65 per annum; price goodwill £100, stock and fixtures at valuation; vendor retiring.

Chemists' Transfers, Valuations for Sale, Stocktaking & Probate

Special Terms for Income Tax Valuations and Preparation of Accounts by Qualified Accountants.

Ernest J. George
W. & Co.
Chemists, Valuers & Transfer Agents.

Bank Chambers, 329, High Holborn, London, W.C1.
 Telephone Nos. Holborn 1167 & 1278, (2 lines).
Tudor House, Walsall, Telephone, Walsall, 3774.

(Cr) NOTTS.—Established retail business, for disposal owing to retirement; turnover for last financial year £2,800 approximately; high profits; audited accounts available; price to comprise approximately £900 for goodwill, plus value of stock and fixtures; bankers' references required.

(C2) LANCs.—Old-established business situated in market town; turnover £2,100 per annum approximately; net profit £428; rent and rates £53; lock-up shop; price about £1,500, including stock £700.

(C3) LANCs.—Extensive high-class business, situated in prominent industrial town; turnover approximately £3,000 per annum; rent £150; price £700 for goodwill, plus value of stock and fixtures.

(C4) LEICESTER.—Good-class modern pharmacy, with up-to-date flat, including garage and garden; turnover approximately £2,200 per annum; net profit approximately £450; price £1,450.

(C5) HANTS.—Unopposed pharmacy, with living accommodation, situated near to sea, amid beautiful country surroundings; up-to-date conveniences, including bathroom, main drainage, etc.; turnover approximately £1,250 per annum; net profit £375; price £900.

(C6) ILFORD (NEAR).—Attractive well-fitted pharmacy, with wine licence, for sale owing to retirement; turnover approximately £1,950 per annum, with excellent scope for increase under energetic proprietorship; good living accommodation; reasonable rental and purchase price.

(C7) ESSEX.—Good-class business, with up-to-date house, situated in popular seaside resort; present returns approximately £27 per week, and steadily increasing; excellent potentialities; price £850; open to offer.

(C8) LONDON, N.W. (Death Vacancy).—Old-established high-class dispensing business; turnover approximately £2,000 per annum, with excellent scope for further increase; living accommodation; reasonable purchase price.

(C9) SURREY.—Good middle-class business, situated in growing residential area; present returns approximately £25 per week, with excellent scope for increase; modern house with all conveniences; price by arrangement.

(C10) LANCs.—Modern pharmacy (lock-up) for quick disposal owing to sudden ill-health; turnover approximately £1,300 per annum; rent and rates £42; value of stock and fixtures only, for immediate transaction; also unopposed branch, with excellent scope, situated in rapidly

growing district; present returns about £15 per week; price £240; businesses can be acquired either together or separately.

(C11) SOUTHPORT (NEAR).—General retail business, with living accommodation; present returns approximately £800 per annum; net profit £250; rent and rates approximately £64; price £300.

(C12) SURREY.—Rapidly increasing business, with particularly good prescribing connection; present returns approximately £25 weekly; rent £104 per annum, including small house, with bathroom and garden; excellent opening for optics; price £550.

(C13) BRIGHTON.—Pharmacy, with good living accommodation, situated in leading business thoroughfare; present turnover approximately £1,100 per annum, with abundant scope for further development; price to comprise value of stock and fixtures only; offers considered.

(C14) SUFFOLK.—Unopposed business, with living accommodation; situated near to popular seaside resort; average turnover approximately £1,150 per annum; net profit about £350; reasonable rental and purchase price.

(C15) EALING (NEAR).—Lock-up pharmacy, situated in populous residential area; turnover approximately £26 per week, and steadily increasing; rent £78 per annum; price £750; living accommodation nearby if required.

(C16) BIRMINGHAM.—Attractive modern pharmacy, situated in good-class residential area; turnover approximately £1,800 per annum; excellent living accommodation, with garden and garage; reasonable rental and purchase price.

(C17) MANCHESTER SUBURB.—Established retail business, occupying prominent main road position; turnover upwards of £1,850 per annum; rent £135, including living accommodation; excellent scope for further development; reasonable purchase price.

(C18) KING'S CROSS (NEAR).—Established retail business, with good N.H.I.; main road situation; net profit for 1933-34, upwards of £400; exceptionally low rental; price £1,000, including stock £500.

(C19) GLOUCESTER.—Good toilet and dispensing business, with living accommodation; turnover approximately £2,000 per annum; net profit about £400; no near opposition; good scope for further development; price by arrangement.

BERDOE & FISH

CHEMISTS' VALUERS AND TRANSFER AGENTS,

41 Argyle Square, KING'S CROSS, W.C.1

(One minute from St. Pancras and King's Cross Stations.)

1.—ESSEX COAST.—Light Family Retail, showing steady increase; present turnover nearly £1,400, audited figures; modern premises, with flat over; stock worth over £400; price £850, or valuation terms arranged.

2.—SUSSEX.—Light Family Dispensing and Retail, in main-road position, pleasant seaside resort; turnover exceeds £2,000; good prospects for further increase; attractive pharmacy, fully stocked; price £1,650 or offer; recommended.

3.—SHEFFIELD.—Well-established Drug and Herbal Stores; selling through death; returns average £800; net profit about £200; low rent; house attached; fine chance for Chemist; price £325.

4.—MANCHESTER.—Light Cash Retail, in rapidly growing district; present returns £20 to £22 weekly; has been neglected; good chance for smart proprietor; low rent; owner, coming South, will accept £350, plus stock at valuation, about £150.

5.—BOURNEMOUTH.—Well-established Business, in growing residential suburb; turnover average £15 weekly; plenty of scope; low rent; on lease; corner shop; well fitted and stocked; price £500.

6.—NORTH MIDLANDS.—Country Drug Stores under female management; returns £731; net profit £240; rent £20; lock-up shop; stock worth £200; owner retiring; price £300.

7.—LONDON (Kent Suburb).—Light Cash Retail; N.H.I. and Photo; showing steady increase; turnover about £35 weekly; clear net profit £9 to £10 weekly; low rent; lease granted; well-arranged stock; price £1,250, or £550, stock at valuation.

8.—MIDDLESEX (few miles out).—Light Family Retail and Dispensing; returning nearly £2,000 under manager; scope for increase; handsome modern pharmacy, with nice flat over; price £1,200; personally recommended.

9.—CLERKENWELL.—Light Cash Retail, with good N.H.I.; main-road position; returns over £900; net profit £243; rent £75; new lease granted; owner has bought a country business and will accept £400 or near offer for quick sale.

10.—LONDON, N.—Middle-class suburban Retail, with good N.H.I.; main-road position; returns average over £2,000 under manager; audited figures; low rent; lease granted; good house; price about £900, valuation terms arranged.

Lowest Terms for Stocktaking

We are now booking up dates for September onwards, please let us quote for yours.

Estah. 1870,

Telephone: Terminus 3574.

S. F. CLARK, F.N.A.A. Prospect 3366

CHEMISTS' VALUER & TRANSFER AGENT
 34 Marksbury Avenue, Richmond, Surrey

Has a number of genuine businesses (various sizes) for disposal in London districts and provincial. Purchasers please state exact requirements as to type, if with Photo, Optics, etc., also approximate capital available.

Personal and Confidential service

THE ASSOCIATION OF MANUFACTURING CHEMISTS, LIMITED

(Business Agency, Transfer & Valuation Department)

KIMBERLEY HOUSE, and at EXCHANGE CHAMBERS,
 Holborn Viaduct, LONDON, E.C.1 2 Bixteth St., LIVERPOOL.

PARKIN S. BOOTH, Valuer. Tels.: CITY 3691 (4 lines).

VALUATIONS. SALES OF BUSINESSES. STOCKTAKINGS.

Enquiries Invited.

TO GET

INTO DIRECT TOUCH

with the best buyers of Drugs,
 Chemicals, and allied products

ALL OVER THE WORLD

use regularly the publicity
 service afforded by

THE CHEMIST & DRUGGIST

Price lists, trade circulars, samples, and printed matter can in no case be forwarded, the Box numbers being intended exclusively for specific answers to particular advertisements. The Publisher reserves the right to open and refuse to forward any communications received which he may consider contrary to this rule.

BUSINESSES FOR DISPOSAL.

CESHIRE.—Unopposed Cash Retail and Dispensing business; established sixteen months; situated near new housing estate, rapidly growing district; lock-up shop; rent, plus rates, £41 per annum; lease; returns now £18-£20 per week, at good profits, increasing; N.H.I. scripts August 200; Kodak; stock about £300; price, all at, £450. 156/3, Office of this Paper.

HORSHAM (near).—Old-established Country Business; double-fronted shop, house and nice garden; electric light and gas; rent and rates £45 per annum on lease; Kodak and Rexall Agencies; Optics; well stocked; turnover £23-£25 per week under manager; price £800, all at, or offer. 248/914, Office of this Paper.

LEEDS.—Old-established Retail, Photographic, N.H.I. (400 monthly); 3 years' average turnover £860; average net profit £208; busy main road, industrial; splendidly fitted shop; large window; scope for smart man; good opening for Optics; price, valuation about £375; reasonable offer or part payment considered. Marsden, Valuer, 29 Oakwell Crescent, Leeds.

LEWISHAM, S.E.—Main-road Chemists; capital shop, parlour and three rooms over; trade £14; long lease at £70 per annum; price £350, a.a. 248/891, Office of this Paper.

MANCHESTER SUBURB.—Good-class Chemist's business for disposal; turnover, 1932, £1,200; 1933, £1,286; net profit, 1932, £238; 1933, £243, audited; lock-up, good cellars; rent £35, rates £19 14s.; opportunity at present for enlarging; stock and fixtures £480; price, inclusive, £650; opening for Optics; specially suit lady; health reasons for disposal. 156/7, Office of this Paper.

N.W.5.—BARGAIN; snip for young Qualified Male Pharmacist; old-established Pharmacy, now run as a Drug Store on P.D.A.; plenty of scope for N.H.I.; living accommodation; could be sublet if desired; fittings, stock, all equipment; lease; only wants seeing. 94 Torriano Avenue.

SOUTH WALES.—Lock-up; unopposed; suit beginner with a little capital, neglected owing to this; low rent. Particulars, 153/1, Office of this Paper.

SOUTH YORKS.—Busy mining district, no opposition possible; good living accommodation; cash trade; Kodak and Medicated Wines; N.H.I. about £25 monthly; a genuine opportunity. Further particulars apply 158/2, Office of this Paper.

WEST RIDING.—Chemist and Optician's Business; established 40 years; increasing yearly; comfortable well-appointed house attached; 3 bedrooms and bathroom, &c.; owner taking medical course; price: stock and fixtures at valuation, plus an agreed sum for goodwill. Apply Norman D. Vine & Co., Pearl Chambers, East Parade, Leeds.

CHEMIST'S Business; beautifully fitted modern shop; main road; good class; very spacious lock-up with large Dispensary and offices; rent £100 yearly; takings to April £1,350, under management, including good N.H.I.; large clean stock; circumstances demand quick sale; a real bargain, £650, much less than price of fixtures and stock. 142 High Street, Gosforth, Northumberland.

GOOD Dispensing business for sale in Eastern Counties; yielded £750 gross profit under management last year; long lease at £2 per week, including good living accommodation; reasonable price for quick sale. Apply 157/47, Office of this Paper.

RECENTLY-ESTABLISHED Pharmacy; returns £15 a week; rent £52 per annum; lease; stock and fixtures will be accepted for quick sale. 248/915, Office of this Paper.

£125 OR NEAR OFFER.—Must be sold quickly; small profitable business on main road, near Manchester; suitable for young Chemist; large shop, new fixtures; rent and rates 17s. 6d. weekly; electric light. Apply Alfred Nixon, Son & Turner, 31 Victoria Buildings, Manchester, 1.

£450 OR NEAR OFFER for quick sale; neglected business in East Midlands; nearest Chemist to five doctors, but little N.H.I. work done; good opening for energetic man; turnover £15-£16 a week, chiefly cash; lock-up, double-fronted shop in main shopping area; rent and rates £90 a year. 157/25, Office of this Paper.

£175, ALL AT; great opportunity for beginner or semi-retired; recently-established Pharmacy; populous residential suburb; population 5,000; building continuously; new property; good house, sublet 15s.; double-fronted shop; nearest opposition 1½ miles; must sell at once through illness; excellent prospects coming winter. Apply Anthem, 157/27, Office of this Paper.

BUSINESSES WANTED.

6s. for 50 words or less; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

NEWCASTLE-ON-TYNE.—Chemist desires to purchase Pharmacy and Optical business, or where scope for Optics; Drug Store entertained, or Optical business where Pharmacy extension practicable; would consider partnership in Retail or Wholesale business, or any other sound proposition; capital available; genuine. Full particulars in confidence, "Embee," 68 Queen's Road, Jesmond, Newcastle-on-Tyne.

BUSINESS wanted in Midlands or South by private Chemist; turnover £3,000, or more preferably; smaller considered if prospects are good and scope available; cash transaction; would wait reasonable time for suitable proposition. 157/44, Office of this Paper.

LIMITED Company with substantial available capital requires immediately about 10 sound businesses (any area) showing returns upwards of £2,000 per annum, with proportionate expenses; 3 years' certified accounts essential. Intending vendors are invited to communicate initially, and in strict confidence, with Ernest J. George & Co., 329 High Holborn, London, W.C.1.

SOUND established business required in Southern counties, near coast preferred but not essential; returns about £2,500 to £3,000, with good prospects; accountants' figures required. Reply 156/18, Office of this Paper.

PREMISES TO LET.

GUILDFORD.—Very fine position, particularly suitable for a Chemist, large shop and flat; rent £200 p.a. Owners, Morris Land and Property Co., Ltd., 20 George Street, Hanover Square, W.1. Mayfair 2056.

COMMANDING corner premises, main Hoxton street, N.1; well suitable for Chemist and Druggist; low rent. Apply Geo. Pearce & Sons, Ltd., Auctioneers, 197-199 New North Road, N.1.

TO LET OR SALE.—Splendid opportunity; business premises, main street, Bridport; suitable Chemist; unopposed position; main London-West of England road. Particulars apply F. Welch, "Briarcote," Alexandra Road, Bridport.

PREMISES FOR SALE.

LONDON DISTRICT.—Busy by-pass; continuous trading; smart double-fronted shop (latest front), living accommodation; all excellently fitted and modern; between two multiple firms; wonderful opening for Chemist (all other shops nearby restricted against this business); £2,450 freehold; very substantial mortgage. Woolleys, 461 Upper Richmond Road, S.W.14. Phone: Prospect 4752.

APARTMENTS.

WHEN YOU COME TO LONDON STAY AT THE HAMPDEN RESIDENTIAL CLUB.

FOR GENTLEMEN, Hampden Street, N.W.1. Close to King's Cross and Euston. 300 bedrooms. 12s. 6d. to 25s. per week, including baths, attendance and boot cleaning. All meals à la carte in dining room. Moderate tariff. Large Club Rooms, Library, Billiards Room, Reading Room and Study for Students. Illustrated Prospectus from Secretary. Euston 2244/5.

SALE BY AUCTION.

Removed from Balham for convenience of Sale.

5 LITTLE BRITAIN (close to G.P.O.), LONDON, E.C.1. SHOP EQUIPMENT AND SHOWCASES, Drug Runs, Counters, Mirrors, Silent Salesmen, Tills, Stands, Office Furniture, Safes, Typewriters, etc., will be sold by Auction by

B. NORMAN & SON

at their Sale Rooms as above, Thursday next, September 20, at Twelve o'clock. View Day Prior. Catalogues on application. Tel.: NAT. 6463.

SITUATIONS WANTED.

RETAIL (HOME).

A.A.A.A.—PHARMACIST (26), tall, London and provincial experience, desires post as Assistant or Manager. For interview or full particulars write Green, 35 Brixton Hill, S.W.2.

A.A.—LOCUM or Permanency (full- or part-time); Unqualified; Dispensing, Counter, Prescribing. H., 16 Brixton Road, S.W.9.

A.A.—LOCUM; permanent; well recommended; London, sea-side, spa experience; tall, Unqualified, adaptable, gentlemanly. "Mac," c/o Mellors, Chemists, Warwick.

A MANAGING Position desired by Qualified (33); well experienced to Good-class Dispensing Business; small capital available if necessary; Home Counties or South Coast preferred. 157/41, Office of this Paper.

A QUALIFIED Manager requires position in London or suburbs as Branch Manager; 20 years' experience. Davis, 109 Alexandra Drive, Surbiton, Surrey.

A QUALIFIED Scot (25); tall; 9 years' experience (London and country) Dispensing, D. and P., Counter, Window-dressing; excellent references; free September 30. 152/8, Office of this Paper.

A CTIVE capable Assistant, Unqualified; 12 years' good all-round experience; cine and still Photography; Midlands preferred, not essential. 158/14, Office of this Paper.

A N Experienced Qualified Mau requires permanency; London or near; good Counter, Prescribing, &c.; many years' City (London). Apply 157/15, Office of this Paper.

A S MANAGER.—M.P.S. (42) desires change; seeking permanent progressive position; hard worker; thoroughly experienced; London or suburbs. Reply 157/2, Office of this Paper.

A SSISTANT (age 37), thoroughly experienced in all branches of trade; modern Sales and Display. H. W., 28 Manchester Street, W.C.

A SSISTANT, competent Dispenser, Salesman; 25 years' experience; single, active, Unqualified. "Aspirin," 61 Fartown Green Road, Fartown, Huddersfield.

A SSISTANT, female, Hall Certificate; 10 years' experience; competent N.H.I. Dispenser, Counter hand and Window-dresser; able to take temporary charge; City or East London. 156/16, Office of this Paper.

A SSISTANT, Unqualified, desires post with time free for evening classes; 5 years' all-round experience; well recommended. 158/19, Office of this Paper.

A SSISTANT, Unqualified; 25 years' excellent experience in Dispensing, Counter, Photographics; locum, part time or permanency; free September 24. Write C. G., 2A Yalding Road, Bermondsey, S.E.16.

A SSISTANT; 5 years' experience High-class Dispensing, Counter, Photographic, N.H.I.; Part I; Manchester district preferred; free one month. 157/12, Office of this Paper.

A SSISTANT (27); capable; experienced Dispenser, Counter, Windows, Photographic; reliable references; permanency; Part I, 27 Mansfield Ave., N.15.

A SSISTANT (29), married; Unqualified; thoroughly experienced and reliable; permanency preferred; highest references; moderate commencing salary; anywhere; disengaged fortnight. 158/6, Office of this Paper.

A SSISTANT (25), Part I; expert Dispenser, Counter; used to high-class Family business; highly recommended. C. H. J. Bishop, 41 Hillcross Avenue, Morden, Surrey.

A SSISTANT (36), Part I, seeks permanency; thorough experience in Prescribing, Dispensing, Counter, Photography, and good Window-dresser; reliable and willing; capable of taking charge. 157/3, Office of this Paper.

A SSISTANT (20), Part I, used to heavy Dispensing and Counter business, would like experience in a good-class provincial town or country business; excellent references. P.C.B. 133/13, Office of this Paper.

B IRMINGHAM.—Manager (M.P.S.); experienced Dispenser, Window-dresser, Prescriber; conscientious worker; business-builder; tall. Chemist, 118 York Road, Hall Green, Birmingham.

B IRMINGHAM or Midlands preferred; engagement desired; locum work undertaken; disengaged after September 17. Hanley, 180 Lozells Road, Birmingham.

B RANCH Manager (50); Qualified, active and progressive; long and successful London-Provincial experience; thoroughly recommended; not married; month's disengagement. "Alpha," 156/8, Office of this Paper.

C HEMIST, Registered Manager; energetic, reliable, abstainer; London; free Friday; last position four years. 158/15, Office of this Paper.

D ISPENSER; disengaged end September; 20 years' experience; capable every branch good-class Pharmacy; tall, good appearance. "Aspirin," 3 Upper Westbourne Terrace, W.2.

D ISPENSER (Lady), with Hall qualification and knowledge of Typewriting and Book-keeping, desires position with Chemist or Doctor; good experience, including N.H.I. P.C.B. 132/36, Office of this Paper.

D ISPENSER or Assistant, Qualified lady, requires position; experienced. 158/17, Office of this Paper.

D OCTOR'S Dispenser—Book-keeper; gentleman, long experience Private, Panel, general routine; whole or part-time; moderate. 65 Cloudeley Road, N.1.

E LDERLY Qualified Chemist desires Superintendent's position with private company; short hours; salary moderate accordingly; West Country preferred. 157/6, Office of this Paper.

E VENINGS.—Qualified (49); experienced all branches, including Optics; engaged during day. "F.S.M.C.," 252 Barry Road, S.E.22.

E XPERIENCED Qualified desires post as Manager or Assistant; South Coast or Provinces; excellent references; capable for all duties. 157/10, Office of this Paper.

E XPERIENCED young M.P.S. desires locum or permanency; excellent references; moderate salary; free September 22. "Chemist," 23 Exmouth Place, Bradford.

J UST FINISHING LOCUM WORK.—Male (34), Unqualified, sound Dispensing and Retail experience, requires permanency where steady reliable work will be appreciated. 157/48, Office of this Paper.

K EEN, Capable Man; mature experience; Qualified; Pharmacy and Optics, F.B.O.A.; disengaged shortly; abstainer; moderate salary; married. 157/36, Office of this Paper.

L ADY Dispenser desires post; Hall Certificate; experienced; knowledge Book-keeping, Typing; Brighton or easy distance. 8 Prestonville Road, Brighton.

L ADY Dispenser, Qualified, will give services for few weeks for up-to-date experience; Doctor, Hospital or Dispensary preferred; London only. Swale, 44 Hereford Road, Bayswater, W.2.

L ADY, Qualified, "Square"; N.H.I. and high-class accurate Dispenser, Counter, Wholesale, Perfumer, Hospital; leaving only unrenwed lease; free early October; excellent references; salary £3 weekly. Hughes, 29 Sutherland Place, Bayswater.

L ADY (24), Unqualified; good appearance; excellent Counter Hand; Windows, Dispensing, Photographic; free now; prefer London. E. S. H., 7 Bridgford Street, Earlsfield, S.W.17.

L ADY, 8 years' General Pharmacy experience, Counter, Window-display, Toilets, Photographics; accustomed busy town trade; reliable and alert. 158/21, Office of this Paper.

L OCUM or Manager, Qualified (36); all-round experience; Dispensing, Counter, Photography, &c. Chemist, 31 Cromwell Street, Gloucester.

L OCUM or Permanency; disengaged September 18; Qualified; good varied experience; good references; accustomed Cash Retail and N.H.I.; London district preferred. S. T. Hoskins, c/o Mr. Smith, Chemist, Walsall Wood, Staffs.

L OCUM or Permanency, Unqualified (45); Dispensing, Counter, Surgical; free September 17. A. B., 2 Walbam Grove, Fulbam, S.W.6.

M.P.S., MALE (aged 21), seeks permanency; London experience; Dispensing; reliable references; free. 67 Eastfield Road, Andover.

M.P.S. (26) desires permanent and progressive position; keen, energetic; accustomed to heavy Dispensing and Counter; London area. Thomas, 4 Dudley Gardens, Ealing, W.13.

M.P.S. (29), married, at present in London district, desires change; North Country preferred; 6 years' experience managing; good all-round man; accustomed to brisk business; possessing enthusiasm and ability; permanent berth required where a capable man will be rewarded with increased responsibilities in due course; sound references; free one month from engagement. 157/52, Office of this Paper.

Q UALIFIED Lady (30), excellent Dispenser, capable of taking charge, thoroughly competent and reliable, desires responsible position; London or South Coast preferred. M. K. Buckingham, "South Side," Central Avenue, Telscombe Cliffs, Sussex.

Q UALIFIED Manager, Scot (26, 6 ft. tall), desires change; keen, conscientious worker; reliable in all branches. 158/29, Office of this Paper.

Q UALIFIED (26), experienced in High-class Dispensing and Counter work, desires good situation; excellent references; good worker. 157/7, Office of this Paper.

Q UALIFIED (26), requires evening work and Saturdays; commence October 1; experienced, reliable. Leigh, 76 Finchury Park Road, N.4.

Q UALIFIED (25); single; good experience in town and country; Counter, Dispensing, Photography. Baines, 40 Bathurst Street, Lincoln.

Q UALIFIED (24), tall, desires change; at present managing single-handed; varied experience includes heavy N.H.I. Dispensing, Buying, Sales, Window-dressing, Photography (including D. & P.); Lancashire or Yorkshire preferred; free one month from engagement. Chemist, 86 Louis Street, Chapeltown Road, Leeds, 7.

CLEAR OUT—your Old or Damaged Stock of Photo Goods. Why keep them any longer? Turn them into CASH. I GIVE BEST PRICES for Old Films (damaged, fogged or expired dates); Packet Papers. Cards (any sizes). Old Photo Goods or Cameras. Bromide Papers. Plates (all sizes, all makes). Send any goods in the photo line. I buy all, good or bad. Cash per return. A good price for all Cameras. Send them along. **S. E. HACKETT, 23 July Road, Liverpool**

CLEAR OUT OLD STOCKS OF BOTTLES AND JARS FOR PROMPT CASH

ANY QUANTITIES

Post Samples and Full Particulars to:—

W. SPEAKE, 68 Yew Tree Road, WALTON, LIVERPOOL

QUALIFIED (27), Square-trained, at present Branch Manager, desires position with view to succession; free one month's notice. 157/20, Office of this Paper.

REFERRED Minor, now pending September examination; free October 1; 5 years' experience, Laboratories, Dispensing, Counter, in well-known South Yorks firm; desires locum or permanency. T. A. Shardlow, 26 Handsworth Road, Sheffield, 9.

SHEFFIELD.—Chemist, experienced, conscientious, Prescriber, open for engagement, London or provinces; moderate salary. "Drug," 15 Eastgrove Road, Sheffield, 10.

SMART Unqualified Assistant (26), free September 29, desires position; Dispensing, Counter, Photography, Window-dressing. Taylor, 4 West View, New Romney.

UNQUALIFIED, Part I, desires situation in London; City, West End and Provincial experience; young, tall and conscientious. R. K., 21 Chiddingstone Street, S.W.6.

UNQUALIFIED (30), exceptional personality; guaranteed sales ability; experienced all branches, Photographic, Counter, Prescribing, &c.; expert Window-dresser; moderate salary, commission on increased turnover. Statim, 7 Powis Gardens, Bayswater, W.11.

UNQUALIFIED (23), Part I; City, West End and Suburban experience; excellent Counter, Dispensing and Window-dressing. Please write N. Richmond, 81 Lichfield Road, Bow, E.3, or 'phone Advance 2555, 12.15-1, or after 8.30 p.m.

WEST RIDING.—Locum or permanent; Qualified; free September 24. F. B. di Menna, 361 Leeds Road, Bradford.

WORKER, M.P.S. (40), requires permanency in London; experienced, reliable; now managing branch; free fortnight on engagement. 157/33, Office of this Paper.

YOUNG Lady (21), with experience of good-class Perfumery and Toilets; quick service. Write, "Jupiter," West Avenue, Clacton.

WHOLESALE.

A YOUNG Man (age 18 years) seeks progressive situation; Retail and Wholesale experience; would consider position as Assistant Stock-keeper, Assembler or Checker; willing and industrious worker; moderate salary. P.C.B. 132/35, Office of this Paper.

AN Expert Medical Propagandist with personal connection Physicians, Surgeons and Institutions in London, Southern Counties and West is open for engagement with good house desiring to introduce first-class Specialities. 248/905, Office of this Paper.

ADVERTISER (30), extensive knowledge of medium-grade Perfumery and Cosmetic Trade, similar to multiple store lines, Home and Export, desires change; fully experienced Factory Control, Sales Organisation, &c.; suit progressive manufacturer; hard working, plenty of initiative and business-getting ideas. 157/26, Office of this Paper.

ASSISTANT, Unqualified (26), seeks situation; 9 years' good all-round experience Manufacturing Wets, Dyes, &c.; capable of taking charge. 155/1, Office of this Paper.

CHEMIST, thoroughly experienced, 7 years' proprietor, slight road experience, desires situation with Manufacturing or Wholesale House; own car. 157/5, Office of this Paper.

FOREWOMAN, disengaged, seeks position in factory; used to controlling large staff of female labour; experienced in labelling, wrappings, &c. M. B., 47 Lowden Road, S.E.24.

GENTLEMAN, 30 years' Retail experience, is open to accept position with a first-class firm, Departmental Manager or Representative in Southern area; experienced in all branches of the Drug and Toilet trade. "Pharmacist," 12 Holmwood Avenue, Monkseaton, Northumberland.

LIMITED LIABILITY COMPANY REGISTRATIONS

The prudent man makes his position, and that of his dependents, secure by Limiting his Liability. Costs are not high if the work is placed with **THOS. WATTS & WALKER LTD.** who effect registrations North, South, East and West, and you are invited to communicate with them.

VALUABLE QUALIFIED EXPERIENCE TO DRAW UPON.
INTERESTS OF CLIENTS ALWAYS UPPERMOST.
ADVICE FREE AND PROMPTLY GIVEN.
SIMPLICITY IN PROCEDURE. GUARANTEED SATISFACTION
Address: Oxford Chambers, 9 Oxford St., Manchester, 1. 'Phone: Central 6289

GENTLEMAN (34) desires change; position of trust required where 14 years' experience of calling on Doctors, &c., would be useful; thorough knowledge of medical propaganda and surgical requisites of all descriptions; London and provincial experience. 155/3, Office of this Paper.

QUALIFIED Chemist seeks post with Proprietary House; London district; large experience Retail and Wholesale; active worker; abstainer. Chemist, 115 Bowes Road, N.13.

REPRESENTATIVE with good connection is open to take other lines on commission basis. 157/13, Office of this Paper.

SCOT (32), 12 years' Wholesale Drugs, seeks improvement; quick settler; adaptable; take charge; thoroughly capable; sound references; 6 years Retail. 157/11, Office of this Paper.

TINCTURE MAKER; Wet and Dry Counter; export Packer; 20 years' experience. Canning, 171 Boundary Road, Leyton, E.17.

TRAVELLER, exceptional connection Chemists, Medical Profession, Southern Counties, desires change; wishes represent first-class house; salary, commission, expenses. 155/6, Office of this Paper.

FOR SALE.

(Articles to the value of £5-£50.)

CASH Register, National make; adds all cash; prints records on paper roll; cheap; in good working order. Write R. Wilson, "Hamewith," West End Lane, Pinner.

CHEMISTS' Shop Fittings and Miscellaneous Stock. Apply to Town Clerk, Council House, Wandsworth, London, S.W.18.

MISCELLANEOUS.

CHEMISTS' FITTINGS.—We hold an immense stock of Drug Fittings, Dispensing Screens, Glass-fronted Counters, Perfumery Cases, Nests of Drawers, Wall Cases, Silent Salesmen, Upright and Flat Counter Cases, Plate Glass Counters, Cash Tills, Display Stands and Glass Shelves, &c., at competitive prices. F. MAUND & E. BERG (SHOWCASES), LTD., Shop Fitters and Shop Front Builders, 175/9 Old Street, London, E.C.1.

FOR CHEMISTS' Shop Fittings send to **GEORGE COOK**, The Working Shopfitter, Drug Fittings, Wall Cases, Serving Counters, Dispensing Screens, All-glass Counters, Counter Drawers. Rough sketches free. Lowest prices. Send your requirements to 27 Macclesfield Street, E.C.1. 'Phone: Clerkenwell 5371.

SHOPFITTINGS.—Second-hand, reconditioned and repolished. All sizes and shapes. Half to-day's prices. Sketches and full particulars on receipt of detailed requirements. Call or write, **PHILIP JOSEPHS & SONS, LTD.**, 90/92 St. John Street, Clerkenwell, E.C.1. Telephone: Clerkenwell 2191. "Pharmacy Fitters for over a Century."

£9—COMPLETE CHEMIST FITTINGS at any price you wish to pay. We have erected in our showroom a Complete Chemist's Shop with Metal Shop Front, Window Backs, Correct Window Lighting Signs and Modern Interior Fittings. Apply for Lists, **D. MATTHEWS & SON, LTD.**, "The Liverpool Shop Fitters," 14 and 16 Manchester Street, Liverpool. Est. 1848.

EXCHANGE COLUMN.

WANTED.

CASH Register wanted, small model; must be "National" make. Write, P.C.B. 133/3, Office of this Paper.

WANTED.—Good second-hand Optical Trial Set, with frame; with or without accessories. Particulars to Sandbach & Son, Chemists, Ltd., High Lane, Burslem, Staffs.

WANTED.—Second-hand Sugar Coating Pan, 24 to 36 inches; also second-hand Pill Kneader. A. Goldstone, 3 Larcum Street, Walworth, S.E.17.

Do YOU subscribe TO

THE CHEMIST AND DRUGGIST?

ONE POUND STERLING brings you THE CHEMIST AND DRUGGIST post free for one year, including all Special Issues

- (1) A weekly copy (in which is inserted THE CHEMIST AND DRUGGIST SUPPLEMENT).
- (2) A comprehensive and trustworthy Retail and Dispensing Price List issued quarterly.
- (3) Free indemnity for certain specified business risks to Retail Chemists not otherwise covered.
- (4) Free use of Information and Enquiry Department for business purposes.
- (5) Expert advice on the varied difficulties which arise in the course of a Chemist's business.
- (6) **THE CHEMIST & DRUGGIST DIARY**, the standard business reference for the trade.

BUSINESS BOOKS FOR CHEMISTS

Pharmaceutical Formulas. (P.F. Vol. I.) (10th Edition). The most complete pharmaceutical formulary in the English language. 1,146 pages. Price 15s. net, by post 15s. 9d.

Pharmaceutical Formulas. (P.F. Vol. II.) Just published. Known as "The Chemist's Recipe Book," and is supplementary to Vol. I. Contains over 1,000 pages, comprising recipes for adhesives, beverages, cleaning materials, culinary and household remedies, perfumes, toilet articles, etc. Price 15s. net, by post 15s. 9d.

Veterinary Counter Practice (7th Edition). By an experienced M.R.C.V.S. Contains 440 pages. Price 7s. 6d. net, by post 8s.

The Art of Dispensing (10th Edition). A treatise on the methods and processes involved in compounding medical prescriptions, &c. 574 pages. Price 8s. net, by post 8s. 6d.

Provincial Hospital Pharmacopœias. Contains formulas for medical prescriptions used in twenty-two hospitals and infirmaries in Great Britain outside the London District. Price 3s. net, by post 3s. 2d.

Practical Methods of Urine Analysis. Written by a pharmacist expert in this work and revised by a medical practitioner and lecturer of long experience in clinical analysis. Price 4s. net, by post 4s. 3d.

Diseases and Remedies. Especially written for the use of chemists. Contains 264 pages. (5th Edition.) Price 5s. net, by post 5s. 3d.

The Chemists' Dictionary of Medical Terms. Contains 308 pages. Price 3s. 6d., by post 3s. 8d.

Wootton's Chronicles of Pharmacy. In two vols., maroon cloth, comprising 770 pages. Price 10s. 6d. net, by post 11s. 3d.

28 ESSEX STREET, STRAND, LONDON, W.C.2

MANCHESTER

49 County Buildings
:: 4 Cannon Street ::

Branch Offices :

GLASGOW

19 Waterloo Street

SHEFFIELD

54 Foster's Buildings
:: High Street ::

PARIS: 155 Avenue de Wagram

SYDNEY AND MELBOURNE, AUSTRALIA

AND

AUCKLAND, NEW ZEALAND

